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# THE AMERICAN ELEVATOR AND GRAIN TRADE

Printed in U. S. A. Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879 Established 1882

PUBLISHED BY Mitchell Brothers Publishing Co. { A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS. } One Dollar Per Annum SINGLE COPIES, 15 CENTS

VOL. XLVIII 431 South Dearborn Street, Chicago, Ill., December 15, 1929 NO. 6

## Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

**McKenna & Strasser**  
**GRAIN**  
Room 877, 538 South Clark  
CHICAGO

GRAIN DRIERS  
FEED MIXERS  
FEEDERS  
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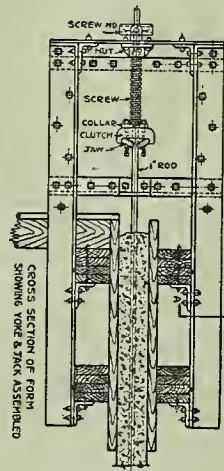
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Wire, write or phone us for  
Fresh Product Direct from 40 Plants  
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THE Caldwell Vertical-Capstan Electric Car Spotter is always ready—no need to wait for the switch engine! Takes no time at all to "spot" a car. A unique design, with few working parts, therefore, a low price.

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Furnish Plans, Estimates and Build  
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Our long experience as a builder of elevators insures you an up-to-date house. Write today.

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CAPACITY { 200 Lbs. Coal  
2 1/2 Bushels Grain

Can easily add Twenty-five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars.

Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter.

It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work. Hundreds have tried it and will certify to the truth of these statements. Why not order now, and let the Scoop-Truck be giving itself to you?

Patented July 30, 1907

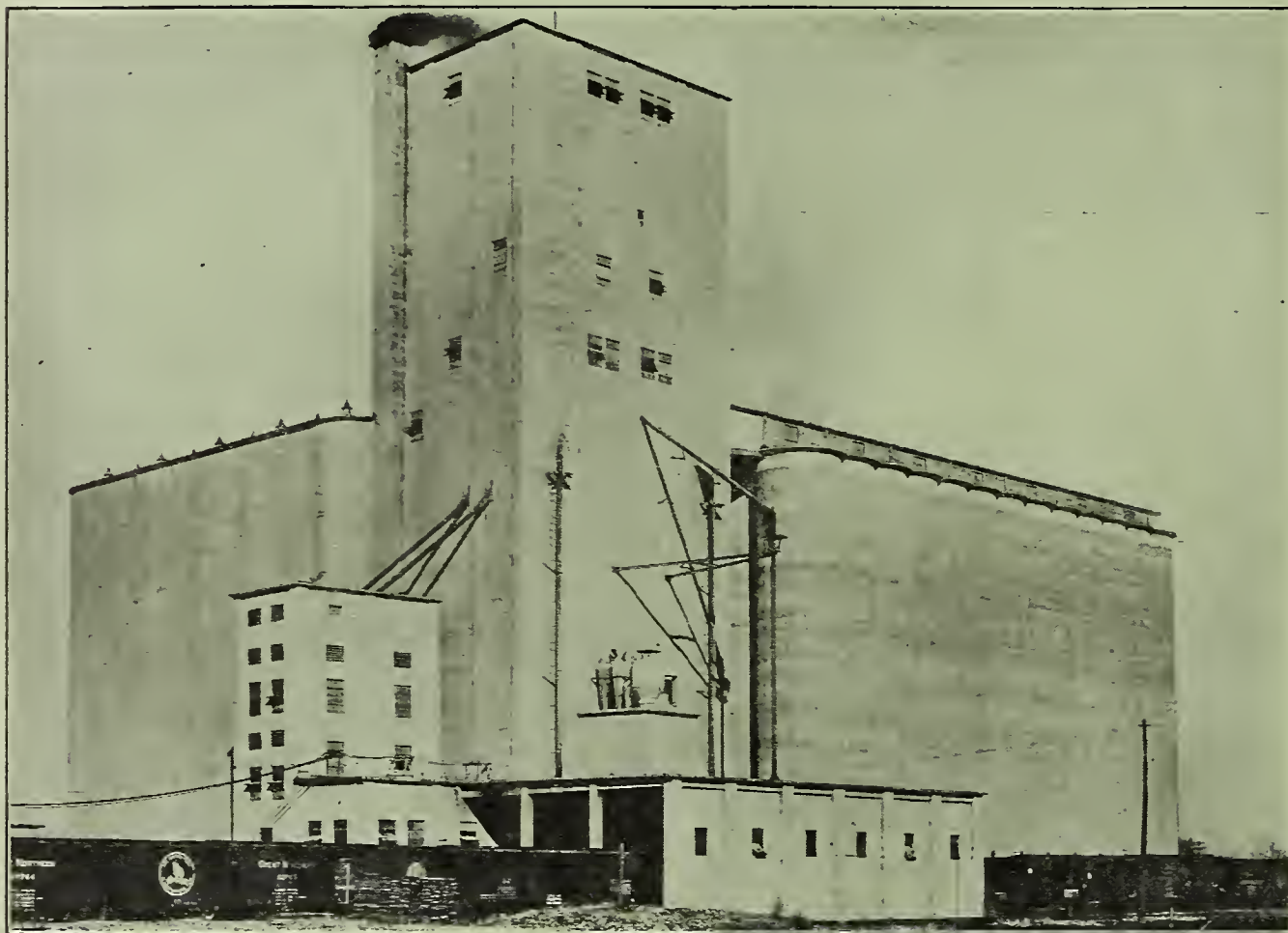
PRICE: \$15.00 F. O. B. cars at factory

Detroit Scoop Truck Co., 993 Osborne Place, Detroit, Mich.



## DIAMOND RUBBER CO. INDUSTRIAL NEWS

# Another fine plant equipped with *Diamond* Grain Belts



*Elevator of the Terminal Grain Corporation, Sioux City, Iowa, equipped by the Webster Manufacturing Company; Diamond Grain Belts used throughout the plant.*

**I**N this modern, up-to-date plant, the latest addition to which was completed last October, four Diamond Grain Belts, aggregating 1,260 feet in length, are in operation.

These are the appropriate surroundings for Diamond Grain Belts. They are usually found in plants of this character, because—

Diamond Grain Belts are “well planned”, balanced construction, with fabric and rubber so harmoniously united that the belt must *wear out* before it can *give out*.

Diamond Grain Belts are “modern”, because they embody the latest and best principles of grain belt construction.

Diamond Grain Belts are “up to date” in the fact that the rubber compounds include the most effective non-oxidizing agents so far discovered by rubber chemists.

Because of their quality, efficiency and longevity, they rightly belong with the most improved grain handling equipment, in modern plants, whether large or small.

## THE DIAMOND RUBBER COMPANY, INC.

*Supplies the country from these eleven service stations*

Akron / Atlanta / Kansas City / New York / Philadelphia / Dallas  
Boston / Chicago / Los Angeles / Seattle / San Francisco



*Photo shows loaded Diamond Grain Belt, in motion, in elevator of Terminal Grain Corp., Sioux City, Ia. 1,260 feet of Diamond belt is used in this plant.*

# Diamond

**RUBBER BELTING**



**HOSE · PACKING**



# One of World's Largest Elevators

## SANTA FE ELEVATOR A

*Is Fully Equipped with WEBSTER transmission  
and conveying machinery*



Santa Fe Elevator A in Kansas City operated by the Davis-Noland-Merrill Grain Co. ranks among the world's largest elevators, having an unloading capacity of 200 cars and a loading capacity of 250 cars within a normal working day. Its total storage is 6,000,000 bushels.

This huge house is equipped throughout with WEBSTER machinery. It is one of the most economically operated houses in the world and WEBSTER equipment is largely responsible for its economy in operation.

*WEBSTER equipment is patterned with care and well designed,  
and the most durable that can be manufactured  
It is the standard for elevator equipment.*

### For Over 50 Years

The names of Webster and Weller have been familiar to the grain trade as manufacturers of high grade machinery. During this period most of the large, as well as the smaller Elevators have depended on us for their elevating, conveying and power transmitting machinery.

That it has served its purpose well, is attested by the fact that when an elevator increased its capacity, Webster or Weller machinery was usually specified.

Because it is better fitted and more carefully designed it reduces installation costs and difficulties; also reduces renewal and repair bills.

### A Few of Our Products

Apron Conveyors	Elevator Boots	Power Shovels
Belt Conveyors	Elevator Casing	Car Pullers
Chain Conveyors	Elevator Heads	Dock Spouts
Mixing Conveyors	Bag Elevators	Pulleys
Screw-Conveyors	Elevator Spouts	Hangers
Bucket Elevators	Malleable Chain	Sprockets
Elevator Buckets	Friction Clutches	Gears
Etc.		

*For equipment plans for your project, consult with us.*

## WEBSTER MFG. CO.—WELLER MFG. CO.

*Plant at Tiffin, Ohio*

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# No chance for fire or explosion here!



*Elevator and mill of Russell Miller Milling Co., Grand Forks, N. D. The elevator is equipped with seven F-M Enclosed Ventilated Motors. There is also one Fairbanks 100-ton Type "S" track scale and one 10-ton dump scale installed in this elevator.*

*One of the Type EH Enclosed Ventilated Motors in the elevator illustrated above.*



## Fairbanks-Morse Type EH Motors are totally enclosed and are ventilated with clean air

The Fairbanks-Morse Type EH Motor was designed especially to meet the unusually severe requirements of the grain trade and other industries where similar hazardous conditions are encountered.

The electrical elements of these motors are completely enclosed by a strong cast-iron shell. Should sparks occur, from mechanical or electrical sources, they are confined within the motor. Fire and explosion hazards are therefore eliminated. These motors are approved by the Mutual Fire Preven-

tion Bureau for use in mills and elevators for minimum insurance rates.

Although completely enclosed, Fairbanks-Morse Type EH Motors run cool as a result of carefully planned ventilation. Clean air is drawn from out of doors and is circulated throughout the interior. Like all F-M Ball Bearing Motors, the Type EH requires lubrication only once a year, and this is practically the only attention ever needed.

Complete information will be sent promptly upon request.

FAIRBANKS, MORSE & CO.

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32 branches at your service throughout the United States

# FAIRBANKS-MORSE MOTORS





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CHAMPION SUPER SERVICE  
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REPUBLIC'S  
5 Champions

*The  
Super-Service  
Group*



**Y**EARS of active competition in all lines of rubber using industries have established for Republic a fine reputation for high quality, endurance and economy. Years of marketing have taught Republic that the Industrial Supply Distributor can best serve both consumer and manufacturer. His intimate knowledge of credit, supply and demand; his warehousing services and his well equipped sales force mean lower distribution costs for us—a saving which returns to you in better quality. Republic distributors can help you solve your rubber problems.

THE REPUBLIC RUBBER CO.  
Youngstown, Ohio

Belting - Packing - Hose  
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**REPUBLIC** means  
the Best Mechanical  
Rubber Goods





HERE IS LOGIC

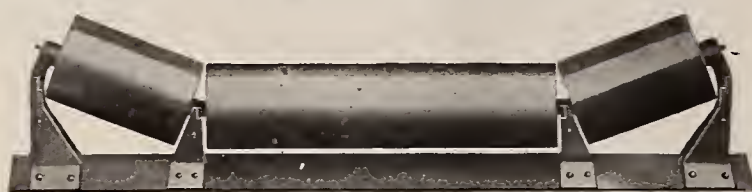
AND

A POWERFUL ARGUMENT!

THROW AWAY OLD GREASE LUBRICATED AND INSTALL THE NEW

**B-M BELT CONVEYOR IDLER**CAST IRON OR  
STEEL ROLLERS**ANTI-FRICTION**ROLLER OR  
BALL BEARINGS

(PATENT PENDING)



WILL PAY FOR ITSELF IN TWO YEARS—

AND HERE IS HOW:

**\*36** Inch Belt, 500 Feet Long, 500 Feet Per Min.  
Carrying 18,000 Bushels of Grain Per Hour

Old Style Grease Lubricated Idlers require 66 H.P.—  
B-M Anti-Friction Idlers for same service require  
33 H.P. In each working day of 10 hours, this  
means a saving of 330 H.P. at an average cost  
of 2½ cents per H.P.

$330 \times 2\frac{1}{2} = \$8.25$  per day, or \$2475 per year.  
\$4950 for two years.

(BASED ON 300 WORKING DAYS)

The total cost of B-M Anti-Friction Idlers for both  
carrying and return rolls for this type of conveyor,  
is LESS than \$4000.

**\*30** Inch Belt, 400 Feet Long, 500 Feet Per Min.  
Carrying 12,000 Bushels of Grain Per Hour

Old Style Grease Lubricated Idlers require 40 H.P.—  
B-M Anti-Friction Idlers for same service require  
20 H.P. in each working day of 10 hours. This  
means a saving of 200 H.P., at an average cost  
of 2½ cents per H.P.

$200 \times 2\frac{1}{2} = \$5.00$  per day or \$1250 per year—  
\$2500 for two years.

(BASED ON 250 WORKING DAYS)

The total cost of B-M Anti-Friction Idlers for both  
carrying and return rolls for this type of conveyor  
is LESS than \$2000.

ANY INVESTMENT THAT PAYS **50%** SHOULD BE WORTH  
SERIOUS CONSIDERATION

IN ADDITION, NOT ONLY IS A BIG SAVING EFFECTED  
IN BOTH LUBRICANTS AND OTHER MAINTENANCE, BUT  
BELTS LAST LONGER AND FIRE HAZARD IS REDUCED

WRITE US—TODAY—REGARDING INSTALLATION OF NEW CONVEYORS,  
OR REPLACING OLD STYLE GREASE LUBRICATED EQUIPMENTS  
—GET YOUR 50% SAVING NOW!

**BARNARD & LEAS MANUFACTURING CO.**  
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*Everything Needed in Elevating, Conveying and Milling Equipment*

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Special Sales Engineer  
Old Colony Building  
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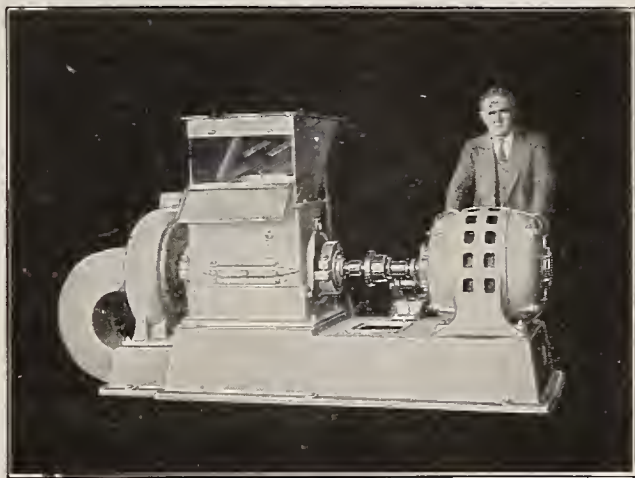
\*An equal saving can be made  
with belts of from 18 to 60  
inches wide.



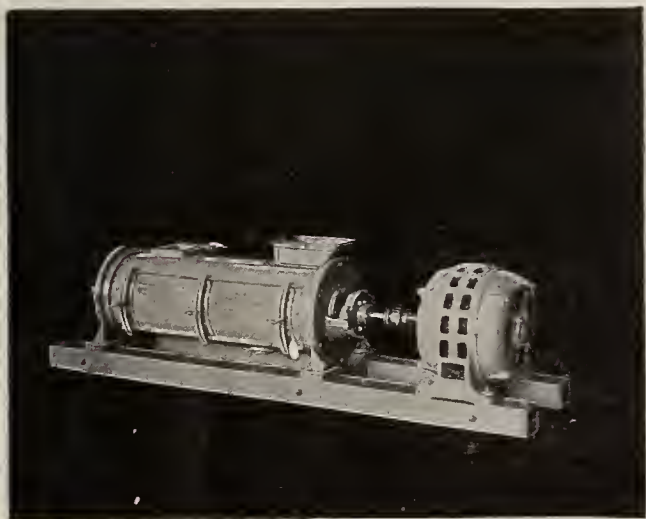
# OUT SHE GOES

This is what the largest Canadian Flour Mills Company said this last month to a hammer mill representative who had put his mill direct connected to a 75 h. p. motor, in competition with a similar sized Miracle Ace direct connected to a 75 h. p. motor. Immediately they telegraphed us to ship them without delay another No. 5 Miracle Ace direct connected to a 75 h. p. motor. This makes three of these No. 5 Miracle Ace Hammer Mills this firm is using on the hardest of grinding, namely, Canadian screenings.

However, that other hammer mill never had a chance of acceptance. The reason being that the Nielsen report on that make of mill shows that it takes 3.3 K.W. of electricity to grind one hundred pounds of oats through a 1-16 inch screen, while the Nielsen Report on the Miracle Ace shows that it takes only 1.56 K. W. of electricity to grind the same amount through the same sized screen. DEMAND A NIELSEN REPORT ON ANY HAMMER MILL YOU ARE LOOKING AT. This is the only unbiased engineering opinion on hammer mills, and you are entitled to it instead of the absurd claims some hammer mill representatives are making.



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This wonderful and revolutionary process for putting cold molasses on feeds has now been recognized by the United States Patent Office in granting comprehensive and covering patents for the cold process to George M. Agee.

In buying this process, which is in operation in forty-two states you are assured of a process that has had all of the mechanical and operative kinks worked out of it. You are also assured, which is most important to you, that you will not be bothered by patent suit for infringement.

Here is the biggest money maker you ever had a chance at in the milling field. Why not have the one in your community before some one else gets it? We will be glad to send one of our demonstrating trucks to your place and show you how easy it is to put molasses on your own feeds with this marvelous process.

Our booklet "THE ONLY WAY TO MAKE FEED" describes the Miracle Ace Hammer Mill and our "MIRACLE SWEET FEED SYSTEM" tells you all about the Miracle Molasses Process. Either or both will be sent to you free on request.

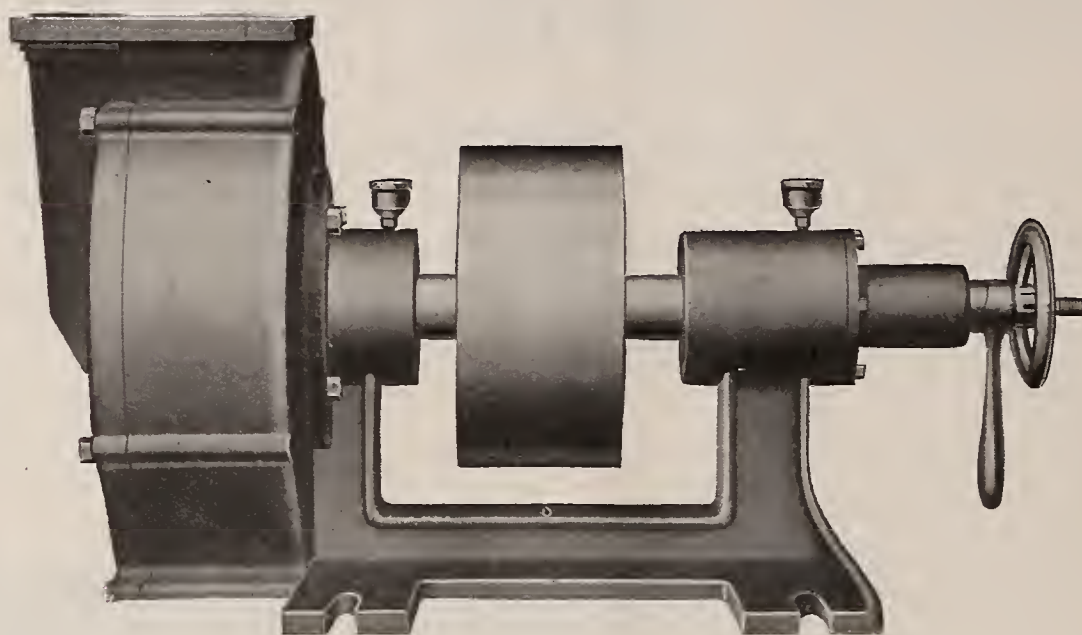
**THE ANGLO AMERICAN MILL COMPANY, Inc.**  
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"Eureka" - "Invincible" Grain Cleaning Machinery



## "Eureka" Cornulator

**Spring is only around the corner!**

and with its coming will you be ready to meet the demand for

**Chick Starting and Growing Feeds**

*Better Prepare Now*

The "Eureka" Cornulator is the ideal machine for reducing corn to the smaller sizes required for chick starters, growing and developing grains and intermediate scratch feeds. It will also crack durum wheat, barley, milo, kaffir and millet by using plates having finer cutting points.

Price **\$175.50** Net

We would like to mail you a set of samples of cornulated corn.

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# S. HOWES CO., Inc.

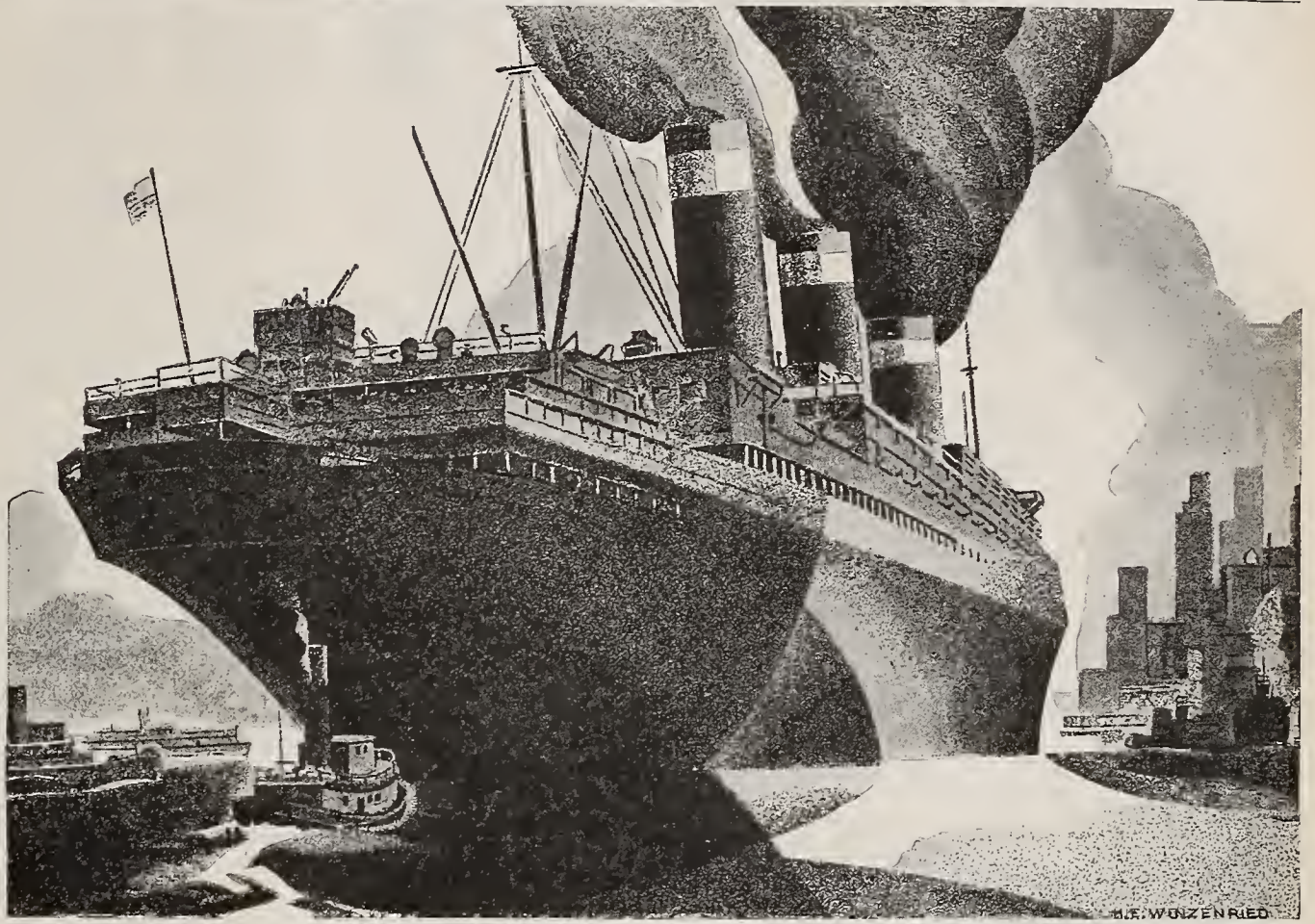
## INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY







**P**LOUGHING the seven seas . . . through the tempestuous north Atlantic or over the glassy surface of the southern Pacific . . . grimy freighters or greyhounds of the ocean . . . ships of all nature . . . carry grain . . . in many instances loaded from the elevators built by The M. A. Long Company, the builders of the most recent and modern terminal grain elevators on the entire Atlantic Coast.

Adept in the use of moving forms for rapid and economical concrete construction, The M. A. Long Company serves a long list of clients. They include grain elevators and kindred projects. No contract is too large or too small. We invite invitations to bid.

Seldom is a grain elevator contract awarded without inviting The M. A. Long Company to bid on construction.

*The* **M. A. LONG** *Co.*

*Engineers and Constructors*

10 West Chase Street

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CHICAGO

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Grain  
Elevators



*Send to Department  
G. E. for this port-  
folio of interesting  
photographs which  
visualize, for you,  
the scope of our  
work.*





**Manchester Ship Canal Elevator**  
Manchester, England  
Capacity 1,500,000 Bushels  
Completed 1914



**Buenos Aires Elevator Co.**  
Buenos Aires, Argentina  
Capacity 750,000 Bushels  
Completed 1920



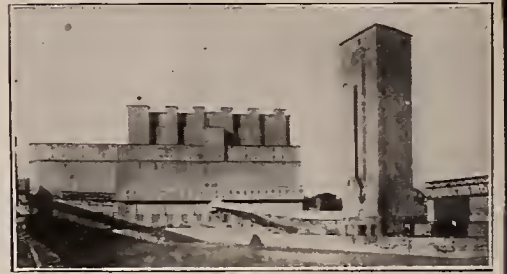
## John S. Metcalf Co. Grain Elevator Engineers



**Chicago & North Western Railway Elevator**  
South Chicago, Illinois  
Capacity 10,000,000 Bushels  
Completed 1928

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Vancouver, B. C. - - - 837 W. Hastings St.



**Harbour Commissioners Elevator No. 2**  
Montreal, Quebec  
Capacity 2,600,000 Bushels  
Completed 1912



**Sydney Terminal Elevator**  
Sydney, Australia  
Capacity 6,400,000 Bushels  
Completed 1921



## MONARCH

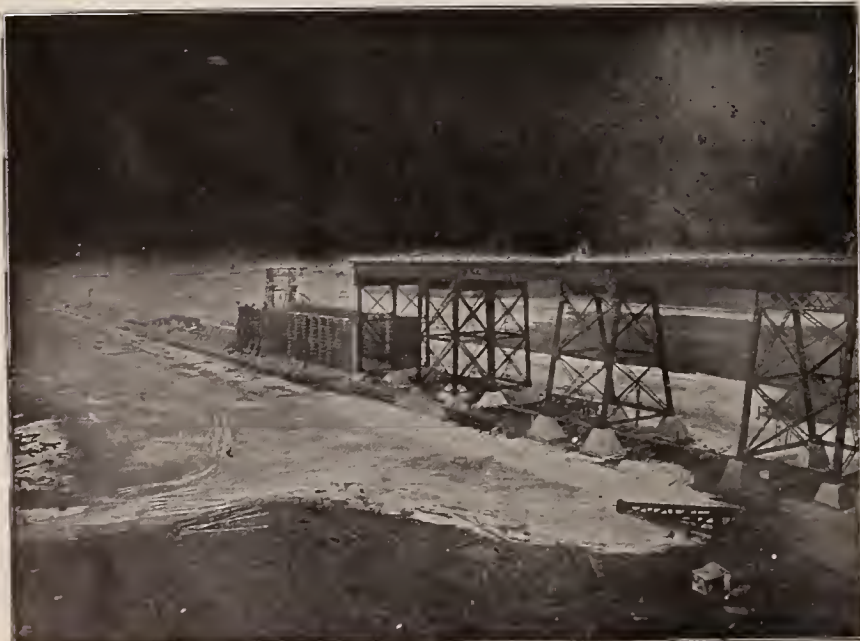
Built Elevators  
Assure You  
Economical Design  
First Class Work  
Efficient Operation  
and  
Satisfaction  
Let Us Submit  
Designs and Prices

One of the Modern Houses Which Has Made a Record  
for Rapid and Economical Handling  
**CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.**



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Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

Write for Designs and Estimates

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**GRAIN ELEVATORS, FLOUR  
MILLS, WAREHOUSES, ETC.**

*We Have Specialized in*

**CONSTRUCTION IN THIS FIELD FOR  
MORE THAN 40 YEARS**

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May it bring happiness and joy to all. For us it brings unusual gladness since we have enjoyed the biggest of all years in the number of bins equipped with

## THE ZELENY THERMOMETER SYSTEM

To those who have contracted with us for complete installations or for materials, we take this opportunity of expressing our thanks for the business, and trust that because of having installed

## THE ZELENY SYSTEM

their burdens and responsibilities have been made lighter and that Christmas day this year will bring them contentment, peace of mind, and untold happiness.

May the coming year hold for all, health, prosperity, and success is the wish of the entire organization of

**THE ZELENY THERMOMETER COMPANY**

542 South Dearborn St.

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**FORT WILLIAM, ONT.**

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**N. M. PATERSON CO.**

**2,500,000 Bu. Elevator**

**FORT WILLIAM, ONT.**

*DESIGNED for the years  
ahead—an advance we  
propose to maintain.*



**AN UNUSUAL OFFER!**

SHOWING RAIL FACILITIES

*Write for further information, price and terms*

The **ONLY** privately owned grain elevator in, or near, New York Harbor.

Situated on direct water route to Harbor, and on Pennsylvania Railroad. Private rail stub.

**500,000 BUSHELS CAPACITY  
52 BINS**

Complete with Car Scale, Trestle for Empty Cars, Conveying Machinery and all necessary equipment. So well constructed that practically no maintenance expense has been necessary.



SHOWING WATER FACILITIES

**ALLIANCE INVESTMENT COMPANY**

790 BROAD STREET, NEWARK, N. J.



CAPACITY 800,000 BUSHELS

**THOSE CONCERNED**

Or even casually interested in concrete grain storages notice and usually comment on the accurate alignment, smooth walls, and clean cut appearance of

**POLK SYSTEM BINS**

We Design and Erect

*Send us your inquiries.*

**POLK GENUNG POLK CO.**

FORT BRANCH

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**JONES-HETTELSATER  
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**MILL BUILDINGS :: ELEVATORS  
FEED PLANTS**

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**Plans and Specifications**

For Elevator Construction

For Machinery Installation

For the speedy and efficient completion of your new storage project.  
Money can be saved and results insured by this service of:

**Horner & Wyatt**

*Consulting Engineers to the Milling and Grain Trade*

468 Board of Trade Bldg.

Kansas City, Mo.

**Burrell Engineering & Construction Co.**

**Designers of Grain Elevators' Flour  
Mills and Associated Buildings**

513 West Jackson Boulevard

Chicago, Ill.



## PARALLEL WITH PROFITS

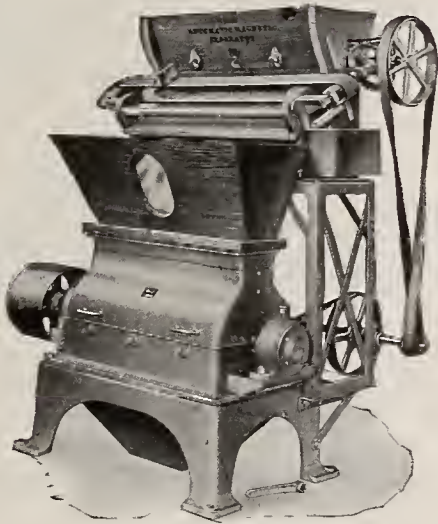
Look behind the greater margin of profit certain feed mills are securing on the milling of scratch feeds, and you will find the Wolf Rotary Cutter.

The progressives in the field are scrapping their obsolete machinery realizing that it is the day of the "survival of the fittest", with the rewards to those equipped to meet competition with modern methods and machinery.

The Wolf Rotary Cutter runs parallel with profits wherever used, because it—

- is inexpensive to install
- provides clean-cut grain of highest quality
- is highly economical in operation
- provides true shearing action
- allows knives and screens to be changed in a few minutes
- never needs adjustment

### THE WOLF ROTARY CUTTER



We shall be glad to send you details that will help you on the road to more profitable dollars. The coupon below will bring it without obligation.

## THE WOLF COMPANY

68 Commerce St., Chambersburg, Pa.

Manufacturers of a complete line of flour and feed mill machinery.

Offices and Representatives throughout the United States.

THE WOLF COMPANY, 68 Commerce Street, Chambersburg, Pa.

Please send me more information on the Wolf Rotary Cutter mentioned in your advertisement in the December 15th issue American Elevator & Grain Trade.

Name .....

Address .....

City .....

State .....

## SENSATIONAL CASE

### The Triumph of Radium over Rheumatism

#### *The Famous Authoress, Lilly Porthan, Relates Her Experience*

"A small grey piece of flannel that looked like a worn-out homespun." Thus begins the Authoress in her account of her experience with "Radiwall" radium packs. She continues—

"Simple and unassuming is the external appearance of the celebrated Radium pack "Radiwall". But it contains a radio-active mineral, which substance for the human body means health and strength.

"As I have been entirely cured of serious rheumatism in the joints by these packs, I wish to convince other sufferers of the wonderful and rapid paregoric qualities which "Radiwall" possesses.

"A year ago I fell ill with severe pains, which began in both knees and quickly spread to all joints of the body. The doctor declared that it was a most severe kind of rheumatism in the joints and hard to cure. Medicines, compresses, electricity, nothing relieved or helped. The pains were horrible. New ointments, new compresses. All in vain."

"Every day I had fever, and the heart weakened through loss of sleep and pain. The sight became bad, and even the eyes ached. I had lost all hope. Then I heard something spoken of that was sure to cure. Just as a drowning person will clutch at even the weakest support, so I did at the new remedy which would be sure to cure me. It was ordered and it came."

"It was with a feeling of great disappointment, almost of contempt, that I examined the plain Spartan piece of flannel which was called Radiwall, and which would for certain restore me to health.

"It was placed on the most affected knee. After about half-an-hour I fell asleep. When I awoke, after having slept for three hours, the pain in the knee had grown considerably less and the fever had disappeared. The cloth was placed on the shoulder. Two days later I could move as I liked the arm which had hitherto been stiff, and no pain was to be felt in it any more. Now I knew that it was the ugly little pack which had brought me relief in my illness."

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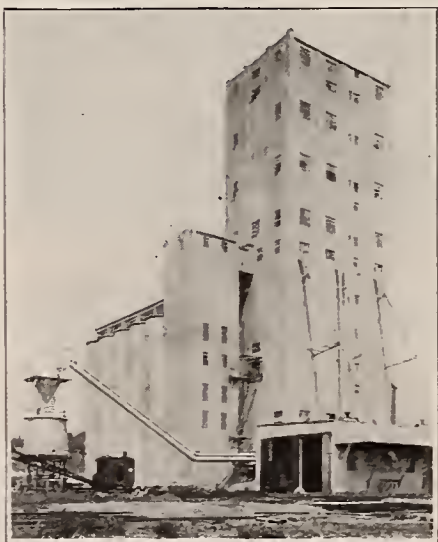
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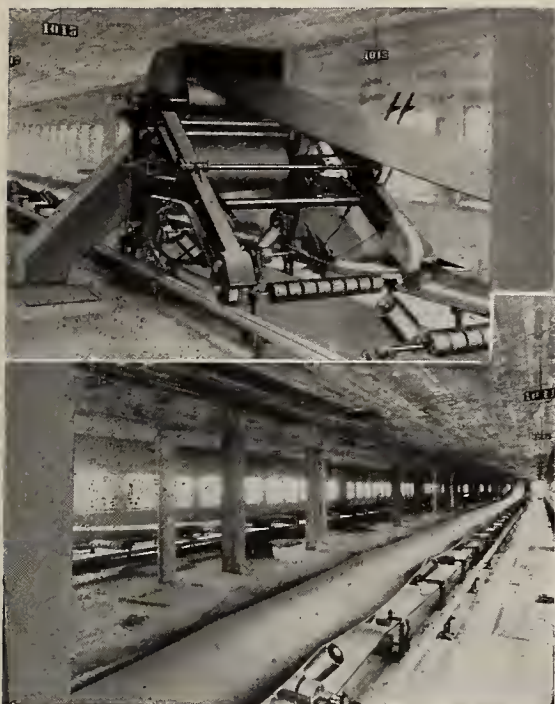
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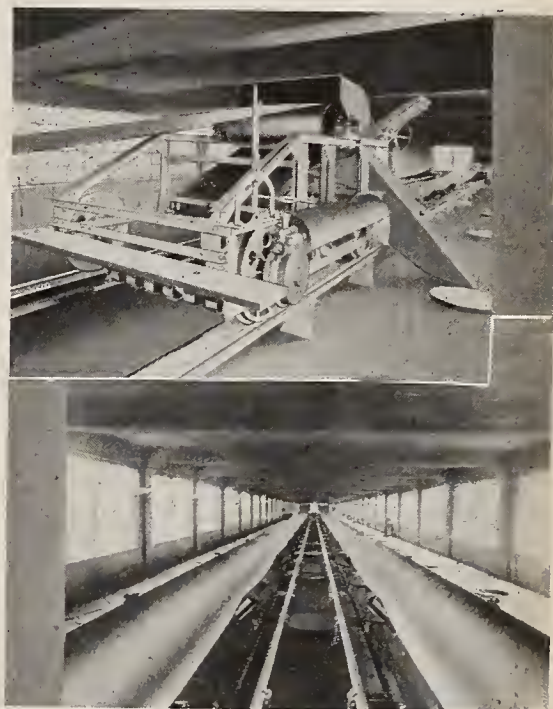
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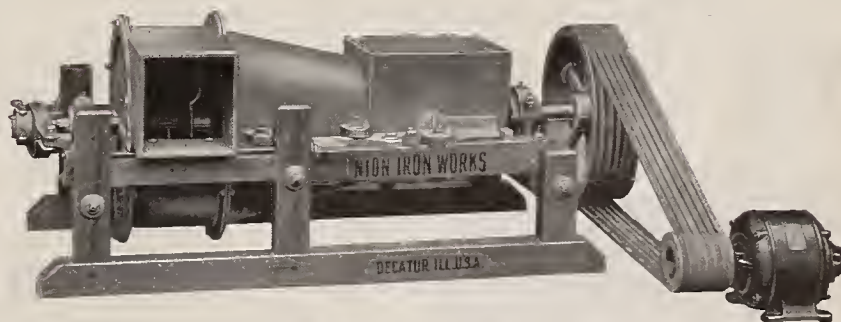
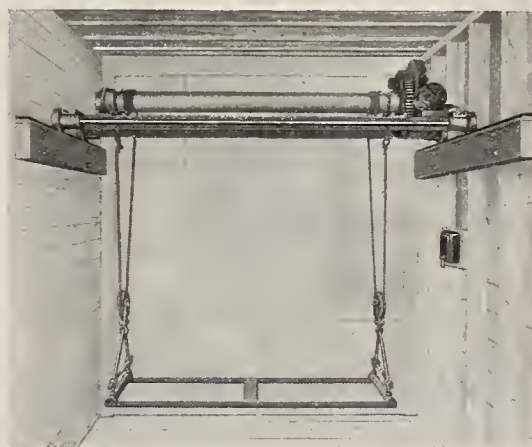
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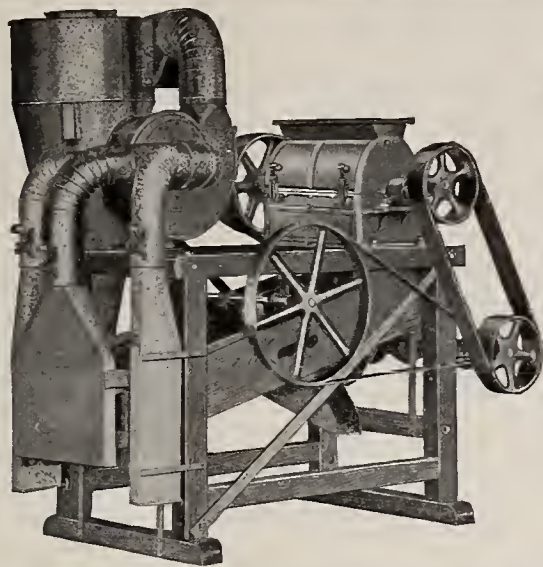
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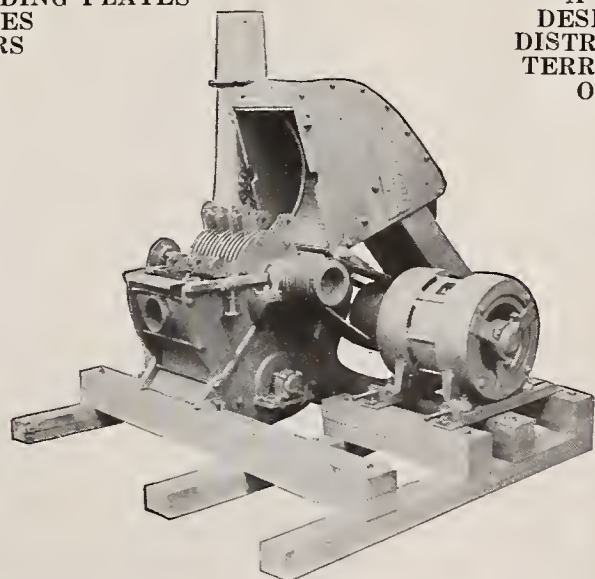
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VOL. XLVIII

CHICAGO, ILLINOIS, DECEMBER 15, 1929

NO. 6

## New 205,000-Bushel Grain Elevator Erected in Battle Creek

Former Postum Company, Inc., Now the General Foods Corporation, Builds Modern Storage Plant in City Where Old Concern Was Founded

ONE of the farewell achievements of the Postum Company, Inc., before it became the General Foods Corporation, was the erection of a 205,000-bushel wheat elevator in Battle Creek, Mich., where the old Postum Company was founded. The actual building was done by the James Stewart Corporation of Chicago, and is characteristic of their high grade work.

Following the merger which brought together approximately 15 different food companies under one head, the name of Postum, originated in 1895 by C. W. Post, the founder, was changed to the more appropriate "General Foods Corporation".

Twenty per cent of the 50 household products turned out by the new corporation include milled grain of some kind. The line of household products, of course, is entirely aside from the bulk corn products line produced in Battle Creek in the 2,800-barrel corn mill of the erstwhile Postum Company.

The new elevator plant which the James Stewart Corporation has recently completed is of modern reinforced concrete and is capable of holding 205,000 bushels of grain; it consists of a receiving shed, workhouse and storage connected to the present mill building near which it is built by a tunnel. There is also a walkway from the top floor of the mill leading to the scale floor of the new elevator. The transferring of farmers' grain to the elevator is accomplished by means of a spout connection running from the mill.

One of the feature devices in the trackshed is a special type of receiving hopper that works on a pivot, swinging under the car to catch all grain that may be spilled in unloading. It can be pulled in under the car shovel platform by means of a ratchet winding device when not in use. It is capable of reaching either of the workhouse legs due to a

newly developed type of double-outlet system.

The workhouse accessories include a service elevator manufactured by the Barnard & Leas Company running from the first floor, with landings on the scale floor, to the top story. Walkway connections are provided, being driven by means of a five-horsepower motor equipped with a silent chain

the storage conveyor which distributes the grain to various bins or into any of the four 3,000 bushel garners. Under the garners is provided a multiple valve mechanism that enables the grain to be deposited in the scale or bypassed to the car spout, cleaner or legs.

A 2,500-bushel Fairbanks Hopper Scale is located between the garner and the cleaning floor and in this way it is possible to weigh and clean the grain immediately after it is received.

A 2,000-bushel bin for storing the farmers' grain as it comes from the adjoining mill is located on the first floor of the elevator. On the same floor is an Invincible Double Receiving Separator run by a 15-horsepower motor through a belt drive. The screenings have been arranged so as to discharge into a hopper in the basement from where they can be spouted to the leg and elevated in the screenings bin for storage. Spouting arrangement for the sacking of dust on the first floor is provided for with an auxiliary spout.

The elevator is equipped with a very efficient dust collector. Suctions on the receiving hopper conveyors and a suction on the discharge of the cleaner cyclone do most of this work. The top floor houses the fan and trap for the dust collecting system with the cyclone located over the dust bin which has a capacity of 3,000 bushels. A 20-horsepower direct connected motor drives the fan. This modern equipment for combating the dust evil, probably the most dangerous problem to be met in the elevator, is highly approved by all

modern grain elevator owners and operators. Another safety feature of lesser importance but nevertheless a necessity in the up-to-date elevator is a steel stairway extending from the basement to the top floor. In this way even if fire should break out on the lower levels workmen above would not be cut off from escape as quickly as they would if



GENERAL FOODS CORPORATION'S 205,000-BUSHEL ELEVATOR, BATTLE CREEK, MICH.



a wooden stairway of the old-fashioned type were used.

Fifteen circular tanks, 14 feet in diameter and 114 feet high, make up the storage. The tanks are arranged in five rows, as may be seen in the picture, and are three deep. They are separated in such a way that the capacity of the intersticed bins and that of the tanks are equal. This is done so that it is possible to turn the grain.

A reinforced concrete cupola of daylight construction with a 14-inch screw conveyor mounted under the ceiling, containing a series of turnheads touching the floor level for the spouting of grain to the bins and interstices, is located on top of the tanks. In the basement of the storage there are provided two 14-inch screw conveyors so arranged that the center row of bins reaches two conveyors. A 15-horsepower motor equipped with a silent chain drive furnishes power for all of the storage conveyors. The Link-Belt Company of Chicago furnished all the drives.

The floors of the bins are solid steel and concrete with a manhole for inspection and cleaning purposes.

The two shipping conveyors are so placed that they can discharge grain into a 10-inch screw conveyor which runs from the workhouse through the tunnel, discharging to the wheat leg in the mill, or to either of the workhouse legs. The tunnel



INTERIOR VIEW OF NEW ELEVATOR

conveyor is driven by a five-horsepower motor which is also equipped with a silent chain drive.

All of the tanks and interstice bins are provided with a Zeleny Thermometer recording device with the instrument located in a separate tile-enclosed room on the bin floor.

The leg casing and spouting was furnished by Sprout Waldron & Co., while the machinery used is the product of the Weller Manufacturing Company of Chicago.

Transportation is taken care of by the Grand Trunk and Michigan Central railways.

## GRAIN DEALERS INVITED TO HOOVER'S CONFERENCE

The national business conference called at the direction of President Hoover by Julius H. Barnes, grain merchant of New York City, and chairman of the United States Chamber of Commerce, was held December 5 in the chamber headquarters at Washington, D. C.

The convention was attended by representatives of 32 manufacturing and distributing groups. President Hoover, and Secretary Lamont of the Department of Commerce urged those in attendance to build up confidence in their respective lines by encouraging all sound programs of expansion and by pursuing a policy based on "good old-fashioned work."

The full text of the list of firms, organizations, and individuals tendered conference invitations, in-

clude only the following from the grain trade and allied industries:

Frank Kell, president of the Wichita Mill & Elevator Company, Wichita Falls, Texas; James F. Bell, president of General Mills, Inc., Minneapolis, Minn.; Associated Corn Products Manufacturers, St. Louis, Mo.; California Bean Dealers Association, San Francisco, Calif.; Millers National Federation, Chicago, Ill.; Ohio Grain Dealers Association, Oak Harbor, Ohio; and the National Macaroni Manufacturers Association, Milwaukee, Wis.

Boards of trade in the following cities were also invited: Baltimore, Duluth, Indianapolis, Kansas City, Philadelphia, Chicago, Minneapolis, Los Angeles, St. Louis, New York, Ogden, Omaha, and St. Joseph.

The farmers National Grain Dealers Association, Omaha, Neb., was asked to participate in the conference, but the name of the Grain and Feed Dealers National Association did not appear on the official list.

## SIX PERISH AS GRAIN SHIP GOES AGROUND

Six men lost their lives when the grain freighter *Kiowa*, loaded with flaxseed from Duluth and bound for Chicago, went aground in Lake Superior during a terrific gale. The wreck occurred three miles west of Grand Marais, Mich., on November 30. The master of the ship, Captain Alexander T. Young, was among the victims.

The *Kiowa* is a steel vessel 251 feet long with a tonnage of 2,309 and it is thought that possibly it may be salvaged.

Another grain vessel, the freighter *Queedoc*, was reported to have gone aground on December 1, 15 miles from Sault Saint Marie, Mich. It was necessary to remove the cargo in order to float the ship.

## SELECT GRAIN CHAMPIONS AT INTERNATIONAL SHOW

After eight days of exhibiting and judging before a total attendance in excess of half a million persons, a daily average of approximately 65,000, the international livestock and grain show held in Chicago's stock yards came to a brilliant close December 7.

The show brought together many officials high in the agricultural world, including Secretary of Agriculture Arthur M. Hyde who attended a meeting in the Hotel Sherman of the Associated Agricultural Editors.

Various new grain champions were crowned during the show. To Joseph H. B. Smith of Wolf Creek, Alta., Canada, went the title of champion wheat producer, his sample of Hard Red Spring being awarded first prize. C. Edson Smith, another member of the great "Smith family", although presumably not a relation, coming from Corvallis, Mont., was declared reserve wheat champion on his sample of Hard Red Winter.

L. M. Vogler, one of Indiana's representatives, captured the grand championship for 10 ears of corn, one of the severest tests of the judging. Mr. Vogler, who is shown in the picture with the ears of corn that gave him victory, is a resident of Hope, Indiana. C. E. Troyer of La Fontaine, another Indiana town, was runner-up, his samples being Yellow corn while Mr. Vogler's were White.

The most perfect ear of corn was judged as that submitted by John L. Pfantz of Hannibal, Mo., while the next best was that of Kenneth S. Dice of Crawfordsville, Ind. Both were Yellow corn. The junior championship for 10 ears of corn, also Yellow, went to Maurice Butler of Chartham, Ill.

Several very fine samples of oats were submitted but the best, according to the judges, belonged to C. Ivan Gustafson from the western city of Victor, Mont. The reserve champion whose samples graded only slightly less than that of the winner was announced as Dr. J. F. Meinzer, another westerner, of La Jara, Colo.

E. M. McIlroy of Elevenpoint, Ark., was judged to have the highest grade sample of soy beans. His

nearest competitor was the Bonadel Farm of Coshocton, Ohio.

L. E. Peterson, another prize winner from the small town of Victor, Mont., was crowned the new barley champion, his six-rowed specimen being declared superior to the two-rowed barley of George Avery of Kelso, Sask., Canada, who was made reserve champion.

## UNITED STATES RYE VICTORS

The international contest between the United States and Canada for supremacy as rye producers, at least as far as championship samples are concerned, was won by the United States, Floyd Sparr of Roberts, Mont., winning first prize and the Hutzler brothers, George C. and L. G., who enrolled as one entry, getting the runner-up position.

The champion sample of alfalfa seed was submitted by Archie Wilson, another Montana winner, from the town of Hysham. The reserve champion was J. A. Frank of Breckenridge, Minn.

Two kinds of peas, cow and field, brought forth two new champions—E. M. McIlroy, whose samples of soy beans were also named as the best, getting the decision as champion producer of cow peas and W. G. Gibson of Lardner, B. C., as champion producer of field peas. The runner-ups were George Hoffman of Iliff, Colo., and William Darnbrough of Laura, Sask., Canada, respectively.

Clarence Johnson won the field bean contest while



L. M. VOGLER, CORN CHAMPION

a townsman, John C. Wilk finished second. Both are residents of St. Louis, Mich.

Winners in the seed groups, excepting alfalfa seed, were: C. D. Gallentine of Jerome, Idaho, champion in the Red Clover seed class with Araad Fitzgerald of Selkirk, Ont., Canada, runner-up; C. H. Miller of Bend, Ore., victor in the Alsike Clover contest with Carson Foot of Duchess, Alta., Canada, a close second; E. E. Thoen of Kindred, N. D., winner of the Sweet Clover seed championship with the Sebens brothers reserve champions; and L. P. Yates of Fishtail, Mont., winner in the Timothy seed competition with T. H. Busteed of Busteed, Mont., next.

The champion sample of hay was submitted by M. V. Gillett, a citizen of Lexington, Neb., while George J. Sauerman of Crown Point, Ind., turned in the second best sample. The championship hay was Alfalfa and the runner-up was Timothy.

Samples of grain, seed, and hay from many parts of the United States and Canada were submitted for competition and the majority was of such a high grade that judges experienced difficulty in selecting the best.

THE exports of wheat including flour from the United States from July 1 to November 16, 1929 were 69,552,000 bushels against 83,465,000 bushels during the same period last year. The export of 3,915,000 bushels during the week ending November 16 which was the largest weekly shipment since the middle of September, compares with 1,815,000 bushels during the week ending November 9 and 4,551,000 bushels during the same week last year.



# Economic Aspects of Local Elevator Organization

Discussed in University of Minnesota Bulletin Written by Hutzel Metzger and H. Bruce Price

THE proper business set-up of local elevators, as distinct from finance and organization for operation, is very important for local grain marketing business, according to a bulletin on the economic aspects of local elevators written by Hutzel Metzger and H. Bruce Price of the division of agricultural economics at the University of Minnesota. Their survey, which included 49 Minnesota farmers' elevators, may be regarded as applicable for practically any farmer or independent elevator in the country.

The bulletin discusses the business set-up of representative elevators, the variations in economic organization and the principal reason for variations in efficiency. The business practices of local elevators (buying, selling, storing and hedging) are discussed only as they relate to economic set-up.

The data for this study were obtained by means of a survey made in co-operation with the United States Bureau of Agricultural Economics in the winter of 1925. Only elevators were selected that

with an equal weighting for each bushel. The extreme range in costs of handling, as indicated in Fig. 2, varied between elevators from 1 to 12 cents per bushel, with an unweighted average cost of five cents. More than 80 per cent of the elevators had costs ranging from two to nine cents.

Almost half the total cost of handling (46 per cent) is for labor and management. Expenses for building and site constitute 20 per cent; for equipment, 12 per cent; for electricity and gasoline, 4 per cent; for insurance on grain, 3 per cent; for taxes on grain, 1 per cent; and for miscellaneous items, 9 per cent. The average volume handled by these 49 elevators was 121,391 bushels, the range being from 25,000 to 703,000 bushels. The ordinary range was from 32,000 to 450,000 bushels.

Expense for labor and management includes all money paid for the services of the elevator manager, any assistants, and extra labor hired for a short time or during the peak-load season. Any special labor required for handling sidelines was treated as apart from the regular employees.

### GRAIN LOADING

The time necessary to load an average sized car of wheat or oats illustrates the effect upon the labor requirement of the convenience and speed with which grain can be moved through the elevator, says the bulletin. With wheat this depends upon the capacity of the elevating and weighing machinery, the kind of wagon or truck dump, and the kind of scale used in weighing grain as it goes out of the elevator. One elevator in the group had been a flat warehouse and was converted into a modern elevator. The cupola from which the grain usually falls to railroad cars by gravity was so low that a direct loading spout could not be used. Other arrangements, as for weighing out, were equally as inconvenient. Elevators built more recently were so equipped that one man could handle at least three times the amount two men were handling in this elevator.

The time spent in caring for each 1,000 bushels of grain, including record keeping, varied from 8.9 to 86.3 hours. The elevator that required the least time was the best equipped mechanically and handled the largest volume. The elevator requiring 86.3 hours per 1,000 bushels handled a relatively small volume, being one of the four lowest in point of total business as well as the most inconveniently equipped. The time required in handling a car in the former was 60 minutes for oats and 40 minutes for wheat; in the latter, seven and six hours, respectively.

The price paid for labor and management, as the amount used, varies widely between elevators and is dependent chiefly upon efficiency of labor and management and volume of business. Managers' salaries are also closely associated with operating profits. Large net profits are generally associated with large salaries and vice versa. The cost of labor tends to increase with the volume of grain marketed. The extreme range was from 28 cents to 93 cents per hour; the ordinary range from 33 cents to 65 cents.

The adjustment of labor to volume cannot be made with as much nicety as the manager desires, because labor, not being divisible into small units, must be added or subtracted in units that are large in relation to increases or decreases in volume. Even extra labor, hired frequently by the week or the month during the busy season, is used in large units.

Data compiled by Mr. Metzger and Mr. Price in their bulletin offers conclusive proof that in an elevator doing the usual small sideline business (principally fuel and feed), and a limited amount of cleaning, the employment of a helper is not justified at a volume of less than 100,000 bushels. If the

elevator is well equipped and is located in a region where there may be more than one peak in grain receipts, the manager may market up to 200,000 bushels with little extra labor. It is necessary in almost any elevator to employ some extra labor during the period of heaviest receipts.

### BUILDING AND SITE

The utilization of storage space is an important factor in determining building costs. The size of an elevator is ordinarily expressed in terms of its capacity, that is, the number of bushels of grain that it will accommodate at a given time. Its utilization is measured by the turnover of its capacity. The smallest elevator in the group studied had a capacity of 10,500 bushels and the largest one 66,000 bushels. In this connection it should be remembered that the annual building expense per bushel of storage capacity decreases as the size of the elevator increases.

Few farmers' co-operative elevators own the site upon which the elevator is located. Only two of the 49 under consideration owned their sites. The sites are usually owned by the railroad serving the elevators. The total rental charge averages from \$15 to \$25 per year a front foot. In the study, the rental expense of the site has been included with the building expense because it is so small an item. Elevators that owned their own sites were charged 4 per cent interest on the estimated conservative sale value of the site. The taxes were added to obtain the annual site charges comparable to rental. All other elevators were charged the annual rental paid. The division of expense between grain and

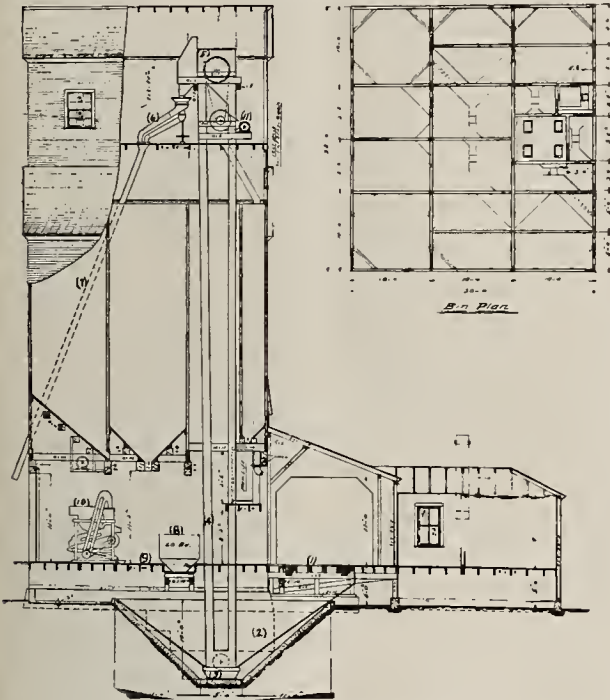


FIG. 1. LONGITUDINAL SECTION OF LOCAL GRAIN ELEVATOR

had been audited by a competent public accountant and that were representative of regions in which varying kinds and amounts of grain are marketed and different types of farming prevail. Although the data were obtained only from farmers' elevators, the analysis applies in considerable measure to independent elevators because of the similarity in organization and method of operation.

Fig. 1 shows a longitudinal section view of the T. E. Ibberson Company, Minneapolis, Minn., elevator which was used by the authors of the bulletin as an example of a typical country elevator of around 30,000 bushels' capacity.

Information was obtained as to the number of hours' management and both regular and temporary labor were employed during the year; also estimates of additional labor necessary to carry on a sideline business.

A cost system was set up and the data for each elevator were analyzed. The elementary costs of labor and management, building and site, equipment and other direct items were first derived through this analysis, also cost of individual grains and combination costs. These costs were then grouped by averages and ranges, and statistical methods were used to explain variations. The study was undertaken to discover the facts that cause variations in costs.

Variations in total elementary costs were considered first on the basis of all grains taken together,

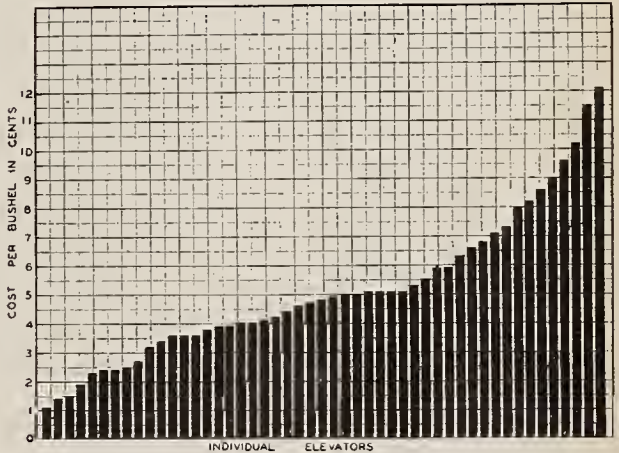


FIG. 2. RANGE IN COST PER BUSHEL OF HANDLING ALL GRAIN IN 49 MINNESOTA ELEVATORS

sideline enterprises was made on the basis of linear feet frontage occupied by each.

Building costs, as reckoned in the bulletin, are a composite of interest, depreciation, maintenance, insurance and taxes and are shown in Table I.

TABLE I

Division of Building and Site Costs for Elevators with Various Volumes

Range in volume	Interest	Depreciation	Maintenance	Insurance	Taxes	Site	Total
bu.							
0- 50,000	\$337	\$253	\$ 3	\$ 67	\$ 75	\$18	\$ 753
50,000-100,000	307	230	72	70	118	28	825
100,000-150,000	386	290	121	115	109	24	1,045
150,000-200,000	323	243	50	59	88	25	788
200,000-250,000	371	378	17	69	101	42	878
Over 250,000	515	386	49	102	129	27	1,206
Average	\$352	\$264	\$ 62	\$ 81	\$106	\$26	\$ 889

The variation in equipment between elevators, even in the same storage capacity, is relatively much greater than the difference in size of buildings. Dumps, cleaners, power equipment, driveway and scales may be very different as may also the price paid. Maintenance is practically the cost of materials and labor for repairs and renewals. The cost of labor for oiling and cleaning the equipment, which is very small, has not been included because of the difficulty of obtaining accurate figures. Equipment expense per elevator averaged \$422 for the year. Depreciation is the largest single item, with interest second, the two constituting 74 per cent of the total. Taxes and insurance follow in the order named. The average cost per bushel



of grain handled for all the elevators is 0.33 cent. Other elementary costs of local elevator operation are electricity and gasoline, insurance on grain, taxes on grain, interest on grain holdings, and miscellaneous items, all of which except interest were charged at whatever was actually expended for them during the period studied. The increase in the amount of each tends to be constant for every increase in volume. There is only a slight decrease in the unit costs as the volume becomes larger, with the possible exception of taxes.

### COSTS OF DIFFERENT GRAINS

High, low and average costs of wheat and of all grains combined are similar, partly because wheat is an important part of the total but chiefly because the causes of variation are common to the two. The most notable exception is the high cost of 10.1 cents per bushel for wheat among elevators handling over 250,000 bushels. The high cost, occurring in an elevator whose average cost was low, was the result of handling only 671 bushels of wheat. A bin was allotted to the wheat for almost the entire year. Interest and insurance costs were therefore incurred for a relatively longer period than for the other grains. There was not enough grain for a carload and shipment finally had to be made as a bulkhead with other grain when there appeared that there would not be enough to fill a car.

Grains other than wheat were considered in one group. Oats was bought by every elevator and was handled at a lower cost per bushel than any other grain. It is lighter, can be handled more rapidly, and, the value being lower, interest and insurance rates are less. As it is generally handled in medium to large quantities the expense for storage space is low. Flax weighs almost as much as wheat and requires more moving to keep in condition and more labor to prevent leakage in bins and cars. Interest and insurance rates are higher because

of the greater value. Costs for corn, barley and rye fall between those of wheat and oats but nearer the cost of oats, the principal reasons for variation from oats being differences in value and volume. This was important in determining the utilization and cost of storage space assigned to them.

Volume is an important factor causing variations in elementary costs. Total costs, which are made up of elementary costs, must therefore be similarly affected. Variations in labor and management costs, it will be noted in Table II, account for the greatest variation when total costs are considered in relation to volume.

in Minnesota, appears to have little effect upon the cost of handling grain, the survey showed. Only a few elevators employ more labor and a higher grade manager because of the sideline business. The sidelines are generally handled in order to make better use of the building and labor provided to market grain. The measure of increased efficiency resulting from the addition of sidelines should therefore be income instead of costs.

It is not the purpose of their survey to point out the size of building or amount of labor and equipment for an elevator in any community, state Mr. Metzger and Mr. Price. Conditions affecting ef-

TABLE II  
Itemized Cost of Operation for Elevators of Different Volumes

Volume	No. of elevators	Cost per bushel										Total
		Labor and management	Building	Equipment	Electricity and gasoline	Interest on grain	Taxes on grain	Insurance on grain	Market information and phone	Auditing	Supplies and miscellaneous	
bu.		cents	cents	cents	cents	cents	cents	cents	cents	cents	cents	cents
0- 50,000..	11	3.18	1.98	1.09	0.24	0.50	0.04	0.20	0.11	0.92	0.34	7.70
50,000-100,000..	17	2.45	1.17	0.62	.16	.29	.03	.14	.10	.04	.25	5.25
100,000-150,000..	11	2.10	0.87	0.52	.20	.30	.04	.15	.07	.10	.22	4.57
150,000-200,000..	4	1.25	0.43	0.34	.13	.16	.08	.05	.05	.04	.19	2.67
200,000-250,000..	2	1.26	0.40	0.27	.13	.07	.04	.08	.05	.07	.15	2.52
More than 250,000..	4	0.76	0.26	0.14	.10	-.05	.03	.04	.03	.05	.12	1.48
Weighted average..	49	1.67	0.73	0.43	0.15	0.17	0.03	0.10	0.06	0.05	0.19	3.58

It was found that costs of operations vary because of different use of the cost elements. Elevators with volumes ranging from 100,000 to 150,000 bushels, for example, had total costs ranging from 6.3 cents to 2.4 cents per bushel. Labor and management costs for the same elevators varied from 3.8 to 1.5 cents per bushel; equipment costs from 0.71 to 0.07 cent; and building and site costs from 1.03 to 0.48 cents. An analysis of other volume groups give similar results.

The sideline business, as conducted by elevators

efficiency vary too widely and available data do not allow analysis in sufficient detail. Volume of business is affected by type of farming, character of roads, and number of competitors and degree of competition offered by them. Moreover, the amount and quality of service demanded by patrons, as well as the kind and character of grains marketed, vary widely between local markets. Each elevator organization must, therefore, decide how its business should be set up to operate most successfully under its particular conditions.

## Grain Trade Notes Released in The 1929 Agricultural Report

Excerpts From Official Year-End Review of the Department of Agriculture to President Hoover

By ARTHUR M. HYDE

**E**XPENDITURES classified by organization units, include: \$131,359 for the Grain Futures Administration, and \$5,616,992 for the Seed Loan Office: The sum of \$12,267,299 was spent for eradication work, including corn borer control.\*

### INDUSTRIAL USES FOR CORN

Numerous industrial uses for corn have been developed in line with research work originally launched in the Department of Agriculture. Formerly cornstarch for cooking and laundering was about the only industrial product made from corn. Private scientific investigations then showed how a sirup and a sugar could be made from cornstarch and the byproducts of starch manufacture converted into valuable products. Today, from the waste of the corn kernel after the starch is removed, the industrial chemist produces corn gluten, a highly valuable feed; from the germ of the corn he obtains corn oil, an edible oil now largely used in salads and for cooking. Large quantities of corn are now annually consumed in the corn-products industry. Progress has also been made in finding additional uses for other cereals, as well as for fruits and vegetables that might otherwise go to waste. . . . Sweet corn is dried commercially in Pennsylvania and Ohio.

Utilization of farm byproducts for the production of alcohol for motor fuel and for other industrial purposes has important possibilities. Surplus corn, surplus potatoes, and materials rich in starch generally are potential sources of alcohol, and methods of obtaining it have been investigated in the department. The practicability of using alcohol as a

motor fuel has been demonstrated. Chemical and automotive engineers have solved the technical problems involved, and the commercial utilization of alcohol for fuel is now wholly an economic prob-



SECRETARY ARTHUR M. HYDE  
United States Department of Agriculture

lem. Should scarcity raise the price of gasoline to a parity with the cost of producing alcohol, the latter product will probably become a motor-fuel competitor of gasoline.

### REDUCED CORN YIELDS

Corn production was 2,528,000,000 bushels, or 308,-

000,000 bushels less than in 1928. With the exception of the crop of 1924, this year's corn crop is the smallest since 1918. The acreage in corn was smaller than in 1928; but reduced yields were the principal cause of the reduced production. New England, New York, and the Southern States east of the Mississippi River produced more corn than in 1928. Corn production in the northern part of the corn belt was not materially below that of the previous year. The yields were reduced most in the area just north of the Ohio River, in Missouri, in Kansas, and in the far Southwest. The production of grain sorghums, which supplement corn for feed in the southwestern area, totaled only 93,000,000 bushels, as compared with 142,000,000 bushels in 1928 and an average of 128,000,000 bushels for the past five years.

Wheat production, Winter and Spring varieties combined, totaled about 792,000,000 bushels, as compared with 902,000,000 bushels in 1928. This output was between 4 and 5 per cent less than the annual average for the previous five years, though the harvested acreage was about 9 per cent larger. The greatest decline was in Spring wheat, the production of which was only 224,000,000 bushels, as compared with 324,000,000 bushels in 1928. Durum wheat production was only 53,000,000 bushels, against 93,000,000 bushels in the previous year. The acreage in Durum wheat was only 80 per cent of the 1928 acreage. Production of Winter wheat was about 10,000,000 bushels less than in 1928, though the acreage harvested was 10 per cent greater. The Hard Winter wheat crop on the western great plains was reduced materially. Soft Winter wheat production, however, was somewhat above the unusually small crop of 1928 and nearly equal to the average for the previous five years.

### OATS PRODUCTION BELOW AVERAGE

Oats production was about 120,000,000 bushels less than the average for the preceding five years, and barley production was 104,000,000 bushels above that average. Output of both crops was smaller than in 1928. Their production was fairly well distributed over the country. Flax production was only 16,600,000 bushels, as compared with 18,700,000

\*Amounts given are for the fiscal year ended June 30, 1929. The report was released December 7, 1929.



bushels in 1928 and an average of 23,200,000 bushels for the preceding five years. Acreage seeded to flax was 17 per cent greater than in 1928, but yields were greatly reduced by frosts early in the year and by drought early in the summer. The yield per acre averaged only 5.4 bushels, the lowest since the unusually dry year, 1919.

#### TARIFF PROTECTION ON CORN AND WHEAT

Tariff protection can be effective on corn and wheat, though our imports of these commodities are small. Duties on corn can protect the coast markets against Argentine corn, particularly in seasons when the Argentine crop is large. Without such protection corn can not be shipped in such seasons from our corn states into coast markets in competition with corn from Argentina. Tariff protection is effective on wheat when the Canadian crop is large and the United States Spring wheat crop is short. Even our cotton industry can be benefited by a protective policy though we export half our cotton. Protection against the importation of long-staple cotton would strengthen the domestic market for the longer American staples. In short, agriculture is by no means on a world-market basis exclusively, but is well placed to share the benefits of our protective system.

#### STATUS OF CO-OPERATIVE MARKETING

In view of the important functions assigned to the co-operative associations in the Federal Farm Board's program (as provided for in the Agricultural Marketing Act), it will be useful to glance at the status of the American co-operative movement. What co-operative machinery lies ready to the board's hand? What foundation has been laid for future building? It is satisfying to report that the current year has seen good progress in co-operative marketing, in general efficiency as well as in membership and in business done. Increased attention has been given to the development of large-scale organizations, to the centralization of sales, and to the possibilities of regional federation. In recent years membership in co-operative associations and their volume of business have increased more rapidly than the number of associations. In other words, the co-operative units have become larger. This tendency, which promises to continue, lessens selling competition and facilitates efficient distribution. It is in line with the Federal Farm Board's expressed desire that co-operative development shall be effected primarily through a strengthening and a closer integration of existing associations, rather than by causing a new crop of associations to spring up.

The first co-operative associations in this country were local bodies formed to provide better and cheaper marketing facilities. In some areas these developed into regional organizations. Eventually associations were set up for co-operative selling in the terminal livestock and grain markets.

Some progress has been made toward the centralization of grain marketing, though in this field differences of opinion as to methods have not yet been settled. Hence, centralized grain marketing is in a relatively early stage. Large federations of co-operative creameries and cheese factories have been developed through the federation of independent local units.

#### UNITS LARGELY UNRELATED

Nevertheless, the movement is still made up largely of unrelated units that inevitably work to some extent at cross-purposes. More than 90 per cent of the associations now functioning are independent local or regional bodies having little contact with other co-operatives.

Under the Agricultural Marketing Act rapid progress in the co-ordination of co-operative marketing may be expected, inasmuch as greater unity of effort among producers' organizations is a leading object of the act. Support is not to be given to the upbuilding of unrelated co-operative units in the same brand of agriculture, since to do so would increase wasteful competition in marketing between producing groups and between producing regions. Thinking in local or regional terms, necessary in the early stages of the co-operative movement, must now be supplemented by thinking in commodity terms. Such a view of co-operative requirements

is entirely consistent with the continued growth of local and regional associations, provided these become units in a co-ordinated movement. Time will be required to work out the necessary details of this

principle. But when it is applied, an important step will have been taken toward placing agriculture on a parity from a business standpoint with other industries.

## What Is the Federal Farm Board's Objective?

### A Definite Answer and, Incidentally, a Definite Attack on Present Grain Marketing Methods

By SAMUEL R. MCKELVIE

THE Federal Farm Board created under the Agricultural Marketing Act passed by the recent special session of Congress, is charged with the responsibility of placing agriculture on a basis of economic equality with other industries, and to that end to protect, control and stabilize the currents of interstate and foreign commerce in the marketing of agricultural commodities and their food products.

The methods prescribed for doing this are: By



SAMUEL R. MCKELVIE  
Federal Farm Board Member; Ex-Governor of Nebraska

minimizing speculation; by preventing inefficient and wasteful methods of distribution; by promoting the establishment and financing of a farm marketing system of producer-owned and producer-controlled co-operative associations and other agencies; by aiding in preventing and controlling surpluses in any agricultural commodity.

The real problem is to effect a system of distribution for the farmer that operates in complete harmony with fundamental and natural laws.

To that end we hope to help the farmer to secure control of a machinery of distribution. We hope to place in his hands such information, statistical and otherwise, as will enable him to proceed intelligently in the distribution, in the orderly marketing of his products.

#### OLD SYSTEM "INEFFICIENT"

I think we are all agreed that the system that now exists is in many cases inefficient and wasteful, and we are called upon to correct that situation. We hope to do it. We hope, for instance, that the farmer shall come to the market-place with his products, graded, conditioned, insofar as he can do it himself, and in some cases, branded, and even advertised. So that he may do the same things, or have the same things done for him to his benefit that are being done in other lines of merchandising.

We recognize, too, that transportation and facilities enter very heavily into this question, for it is

all too true that, in the case of grain, for instance, much of this grain is given a joy ride to some point where it may be held and in many cases shipped back over the same route, or given a back haul. That is not economical.

And in meeting that situation we hope that farm products may be held as near as possible to the point of production—certainly at points of diversion—so that whoever may want the product at the best price may receive it without that product being shipped from some point that is not directly between the producer and the processor.

We think that is a sound program, and we believe it can be achieved.

Economic equality for an industry is measured, I think, by the exchange value of the products of that industry with other commodities. In the scale we find that agriculture has been lagging.

Shortly after the war the exchange value of the farm commodity became about 65 compared with other commodities at 100. It has gradually risen until now, or recently, it was 92. That improvement has not been entirely satisfactory, but it has been very encouraging of what is possible to do, and for the progress that has been made the farmer himself is responsible. By his own methods he has forged gradually upward and ahead in meeting a situation that was not of his making and that in the beginning seemed impossible of solution.

Comes now Congress invoking the power of the Government, and creating an agency of the Government to help the farmer place himself upon a basis of further or complete equality with the industries that are organized, and with which largely he is in competition.

There are two phases of this farm question the same as there are of any commodity subject; First, is production and, second, is distribution. The farmer is engaged in both of them. As a producer, the American farmer is the most efficient in the world, but it is recognized that his system of distribution does not compare in efficiency with that of other branches of industry. It really is not his system of distribution, for he did not create it, and he does not exercise any considerable control over it. It is a system of distribution that has been afforded him, and I make no criticism of that system except to say that apparently it is not giving him the result that other systems of distribution have, and it is entirely beyond any particular influence that he may exercise over it in its operations.

We are enjoined to eliminate speculation in agricultural commodities, and we hope to make some progress in that line. It is a debatable question about who has gotten the greater benefit, the distributor or the farmer, in such speculation as has entered into the handling of his products. But I do not believe it is debatable that the farmer, the producer, has a right to know that the price of his products from day to day is untrammelled by the natural operation of economic laws that are fundamental. He has a right to know that. So whether the speculator makes or loses is not the question.

We are called upon to assist the producers in organizing. I am going to use, as my illustration, in that case, grain, it having been assigned to me to give my particular interest to grain as a commodity in connection with the Agricultural Marketing Act.

You understand that this act provides that we shall declare commodities and deal with them as such. So grain was declared as one of the commodi-



ties embracing all the grains, coarse and fine. I should state, too, that we are limited in our dealings with farmers' co-operative societies that meet the requirements of the Capper-Volstead Act, which define producer-owned or producer-controlled farmers' associations or co-ops.

So we found when we began dealing with this subject in excess of 12,000 co-operatives in the country with over 2,000,000 members handling every year products of the value of over \$2,500,000,000.

In grain alone we found over 4,000 farmer-owned elevators and other agencies owned by farmers. Mostly they were located back in the country, gathering in grain at the primary points, and in a vast majority of cases their co-operative effort ended there.

They did not approach, they did not enter the terminal markets where such great influence is exercised over the management of distribution, and even the price of the product that was gathered by these more than 4,000 agencies.

And we found also that in many, many cases these co-operatives were engaged in competition among themselves, competition that was more destructive in its results than the competition of private interests, because, all too frequently, these co-operatives did not know their costs of operation, and there is no one who is more difficult to compete against than the fellow who does not know what he is doing.

So our proposition was to bring these co-operatives together, bring them under one tent, put all of their products in one basket, and eliminate competition among them; give them the benefit of centralized control, give them the benefits of collective bargaining, of mass selling, of the credit, and all the things that go with the gigantic enterprise of that kind. It is what industry has done in other lines. It is what labor has done.

So we organized the Farmers National Grain Corporation. I say, "We organized it." What we did actually do was to invite the representatives of these co-operative groups into one room. They came. With but a single exception these grain co-operatives were represented at that meeting. It is the first time in history they had ever gotten together in one meeting, and probably the first time for a long time that a good many of them had spoken to each other.

And we placed before them the subjects with which they were to deal, and submitted to them that it was their problem, that we would help them, if, as co-operatives, they would understand the necessity for co-operating among themselves.

And out of that meeting came a representative group selected by themselves of 16 men who finally reported back with a set-up for the Farmers National Grain Corporation, and they became the incorporators.

The Farmers National Grain Corporation is now in operation with offices in the Fisher Building in this city. I say it is in operation because nearly \$300,000 of its stock has already been subscribed for by farmer co-operatives. And when I refer to it as a "stock company," I do not lessen its importance as a co-operative at all, because though it is incorporated and is a stock company it is none the less co-operative in all the requirements of the act.

We propose that the Farmers National Grain Corporation shall be represented in every important market, not only in this country, but in foreign countries. We propose that it shall proceed exactly as any large business enterprise would do in dealing with a given commodity. We propose that it shall take the grain of its co-operative members and handle it in an orderly fashion—yes, more than that—that it shall merchandise its grain.

And I hope, frankly, gentlemen,\* that we can make you fellows pay more for the grain of the American farmer.

We believe, that as it proceeds and grows in the volume of co-operatives that are now in existence and gathering grain, that next year it will handle over 500,000,000 bushels of grain, and if it does, and is under the right management, as we certainly in-

tend that it shall be, that it will thereby exercise an influence upon the market, limited only by the natural laws of supply and demand, and those we do not expect to overcome, nor stay in their operation. We recognize them as fundamental.

Let it be understood, we have no thought of fixing prices. We have only the thought of securing for the producer the largest price that is available to him—and I repeat again—within the range of the free operation of natural laws.

I do not hesitate to say that to you, because I have said it to the Senate Committee of Agriculture, and said to them if they expected any more from me than that, they could scratch me off then, and one of them very kindly said he had already done that. (Laughter.)

Someone charged that this is an organization built from the top down. My friends, it is nothing of the kind. All that we are doing is to take co-operatives that have been built from the bottom up. For as far back as 50 years, and down through that period farmers have been striving to secure control of their distributing machinery so they started in the country and organized these units, and they are existing there with abundant loyalty back of them.

All we are doing is just to take these farmer-owned, farmer-controlled, primary agencies, and amalgamate them into a national unit.

A lady, who I thought showed very quick intelligence upon this subject, said: "All you are doing is just to set up a chain system for the farmer." That is the answer. It is just a chain system for the farmer, and he is competing with chain systems all over this country today. These chain systems, in a great many cases, are going out to him with their tremendous influence back of them, engaging with him upon a basis, particularly so long as he is in competition with his other farmer neighbors, that relieves him of the impossibility of securing an even break in the transaction.

Someone says: "This is monopoly." It is a monopoly to the same extent that other industries have done the same thing. So if we are giving the farmer a monopoly of his business, we are only giving to him what others have secured for themselves.

But between those opinions there is the vast majority of people who have accepted this act as sound in theory, and possible of practical application.

We are called upon to prevent and control surpluses. The way to control a surplus is at its source. It can't always be done. There is one thing that is apparent to all of us. If it is not apparent all we need to do is just to go to the records, and we will find that throughout 25 years the price of wheat has controlled the acreage, in large measure, for the following planting season.

There has been only slight variation from that, some periods during the war that were abnormal, but largely that is true, both of wheat and cotton.

So we certainly would recognize even if we could momentarily secure a larger price for the farmer for his wheat than natural laws warrant, it will only be a temporary relief because very promptly he would proceed to plant more than was good for him. Neither do we want to see prices at such a low level that the farmer would be growing wheat simply at a loss, and just gradually eking out an existence, gradually being relegated out of the picture as a farmer.

But recognizing that the surplus in this country of all agricultural commodities represents only about 10 per cent of the total, we believe that with proper shifts in production, diversification in farming, based upon information that we can secure and supply to the producer, that he gradually will eliminate this surplus in certain lines and proceed in other lines in which there is no surplus—indeed, lines in which we import at the present time, thus finally placing our agricultural scheme upon a basis of domestic production and domestic consumption protected by whatever elements we have provided for the protection of anybody else.

It is said that the manufacturer controls his production. He can and does. But to say that any manufacturer goes out arbitrarily to reduce his production in order to secure a higher price, I do

not believe is true. The factory represents men that are employed. In many cases they are skilled. It represents great investments in machinery and it is not until a crisis almost has reached the manufacturer that he either will discharge his men or leave his machinery idle.

What he does do is to go out and find new uses for his products, or new markets for those products, thus to keep his men and his machinery employed.

It is not our theory that farmers are going to greatly reduce their production, as a whole, but that we are going to bring agriculture those elements that enter into extended markets in this country and elsewhere; that we shall find every possible new use for agricultural products; that we shall create new demand for agricultural products here and elsewhere; and that when we go into our foreign markets we shall go there with an intelligence of understanding of what the foreign purchaser wants, and supply it to him, as a merchant, and not merely as an order taker.

As handlers of what we hope that the Farmers National Grain Corporation will know just as much about the milling value of that wheat as you know yourselves; that they shall know just as much about the milling value of wheat in France or any other country as the purchaser in foreign countries knows.

We want this wheat to be sold upon a basis of its milling and food value, and when we meet a purchaser of that product we want to know just as much about it from that standpoint as the purchaser does himself.

We believe it is possible to know those things. We shall be represented. I think I have already said that we shall be represented in all of the countries of the world, not only those that purchase our own product, but those that produce in competition with us, so that we may proceed in the light of facts, and not in the light of theory or imagination.

So the natural thing to do in stabilizing prices is to provide a system of orderly marketing, and in that process of orderly marketing we mean to have a supply of grain available to you at advantageous points that you may call for whenever you need it, and we propose to be in the position of selling that grain all the time, and only on rare occasions holding it arbitrarily off of the market; to be constantly sellers of grain, meet the demand that exists for it, and competing upon the basis that is natural and sound business practice.

We are given another means of stabilizing prices. We are authorized to set up a stabilization corporation, which we have not done. On the twenty-sixth of October we did set a basis of prices for making loans to producers in order that they might hold the grain back and not be obliged to sell it.

The reason we did that was because a crisis was imminent. There had been a debacle in the stock market due wholly to unsound activity and speculation, and it was apparent that that was going to be reflected in the prices for agricultural commodities, with no sound reason for it then.

Such farmers as had grain yet stood to suffer a substantial loss, or be obliged to hold their grain by whatever means they could.

So we stepped into the breach, and we said that there is no reason, in our opinion, with such information as we have before us, why wheat should seriously decline in price, or break, as it has started to do, so we will give our assurance and our money to back it. The thought is to save the prices for wheat. And, gentlemen, I believe, if we had not done it, the price of wheat would have gone to \$1 a bushel at terminal markets.

I believe it was a sound thing to do. Now, I am not prepared to say to you that it was done in exactly the right way. You, as millers, may say: "You did not take into account a lot of things that have to do with price at these various terminals."

You do not want to overlook the fact, either, gentlemen, that if we had undertaken at that moment to provide the spreads that frequently occur with reference to the various milling qualities of wheat at the various terminals, and, for instance, in order to do that would have fixed a basis the same at

\*Addressing the Millers National Federation in Chicago, November 22, 1929.



Minneapolis for No. 1 Hard Northern that we did at Omaha for No. 1 Hard Winter. Those farmers up in that country would have said: "Well, our wheat is worth 10 cents a bushel more than that wheat down around Omaha in that territory, and yet you just want to loan us on the same basis." So we would then have to answer to the farmers.

I hope we did not create any serious disturbance in conditions. This was a temporary act. It may never occur again.

We do not know what it is necessary for us to do, but whatever it is necessary for us to do we are going to do in the light of the best information we have at hand.

Please bear in mind that for the present we are charting a course. We are meeting situations as they arise, and if we did not make mistakes we would not be human. I am not admitting that we have made any mistakes so far, but I think we may. I hope that clears up the questions that are in your mind.

Prior to stating this basis of price, the advances

of the Government were based upon a different plan. Taking the intermediate credit bank, and its loans, and its authority to make loans, as the criterion, we supplemented the advances of the intermediate credit bank with other agencies upon the same basis; we supplemented it with loans on wheat amounting to 10 cents a bushel, and we gave plenty of range for whatever differential might exist in the varying milling qualities of wheat.

So that was our original program, and what we did later was a temporary thing. As I say, I believe it was a very useful thing to do.

Our plan will be to merchandise wheat, and when the season is closed and another crop is at hand, or nearly so, to have cleared our bins and be ready for that crop; not to carry over great surpluses on the theory that there may be a better price sometime in the future.

I think that covers the subject, gentlemen. This is not a revolutionary program. It is not going to create artificial benefits over night that will change this entire scheme. What it is is evolution in farm

marketing as opposed to revolution, and I believe that unless we have the former we are pretty sure to have the latter.

We recognize that in the carrying on of this program it is going to be necessary for us to cut squarely across the lines of some established practice, and maybe some people will suffer. We always regard that, but we have a duty to perform, and when we get to those lines that must be crossed, we will cross them without hesitation, salvaging all that is good and all that is worthwhile out of systems that previously existed.

And in our relation to you, gentlemen—I speak to you as a member of the board who represents grain—we hope that the service to you will not be lessened, but will be substantially improved by the things that we are trying to do, and the things we hope we shall do.

And if we go sadly awry, or it appears that we are doing so, we are always subject to suggestion, and we are always available to hear honest opinions.

## GRAIN GOES TO CHURCH

Russian churches are being pressed into service this season as soviet farmers have harvested a wheat crop larger than their country warehouses and terminal elevators can hold. December reports from Moscow state that soviet officials now have nearly 1,000,000 tons of wheat and other bread grains in reserve, although the food rations permitted by the state are limited.

While the figures of the saints in the holy Russian church at Petrovsky, look down benignantly, the soviet forces bring in their wheat, have it duly recorded by a commissar, and then add it to the huge mound of wheat in the nave, as shown in the illustration. So great has been the wheat crop this year that ordinary means of storing it have been exhausted. Officials have been forced to use the cathedrals and churches. The general plan followed is that wheat from each farm is surrendered to the state; the state, in turn, reapportions it to the populace according to communistic principles.

### RUSS GUNBOATS MOVE ON CHINA'S LARGEST PRIMARY GRAIN MART

Recognized as one of the most authoritative and conservative sources of Russian news, the *Chicago Daily News* dispatches from correspondents on the scene of the grain procurement activities, carry special interest to the grain trade.

Early winter news as cabled by Paul R. Wright, *Daily News* correspondent, states:

"Intent on capturing the grain stores at Fuchin, grain center Manchuria, some 50 miles from the Siberian frontier on the Sungari River, four Russian gunboats are proceeding up the Sungari.

"Fuchin was bombed by soviet airplanes recently. Admiral Shen Hung-liah, who pulled up with the Chinese navy to Fuchin recently, following the naval battle with the Russians at Lahasusu, has removed the remains of the Chinese River fleet to Hwaohid, 60 miles above Fuchin.

"Communications with Fuchin have been cut. Foreign correspondents covering the situation in this region returned from Fuchin and have reached Harbin, Manchuria."

Hardly more than 15 years old, Fuchin, in the midst of troublous Manchuria, is now a town of 140,000 souls and has become the greatest grain depot and commercial center north of Harbin. It is a primary grain market of prime importance. During a journey up the Sungari River in this region one may see many prosperous cities and rich plains on either side dotted with villages.

The Tass news agency in Moscow, U. S. S. R., recently announced that 30 Kulaks, or rich peasants, in various parts of soviet Russia had been shot for opposing the government's campaign. The government has encountered some enormous difficulties in its double purpose of gathering grain from the peasantry and converting the present small peasant land holdings into large collective farms.

In the village of Maly Penky, two brothers named

Korchangi were shot for opposing the establishment of a collective farm by burning their grain and terrorizing local communists.

For the murder of a government grain collector at Taskoava in the Tomsk district, five Kulaks were shot. The inspector had reported on their activities. At different points in Novosiebersk province on the same day 15 Kulaks were similarly executed either for opposing a government project or deliberately burning their grain to prevent the authorities from taking it.

The government prosecuting officials have made no secret of these summary executions, which are

opened a nursery to care for their children while they work in the field. Jerdevka women collected 583 tons and Mordova women 266 tons, and so it goes.

"Some woman collectors perished at the hands of angry peasants unwilling to surrender their grain at government-fixed prices. Sometimes individualist farm wives assault collectivist women, ferreting out hidden grain, but the government vindicates its collaborators by executing their opponents, including the priests, who are considered to be the spiritual instigators of the economic and political opposition."

According to Trade Commissar Mikoyan, 10,300,-



CHURCH IN PETROVSKY, U. S. S. R., USED AS EMERGENCY WAREHOUSE FOR RUSSIAN WHEAT HARVEST THIS YEAR

only a few of those carried out to date in the determination of the authorities to fulfill their plans without regard to consequences.

### WOMEN ASSUME MAJOR ROLE IN RUSS GRAIN COLLECTIONS

Carroll Binder, Moscow correspondent of the *Chicago Daily News*, cables:

"Women helped to bring about the Russian revolution, and now they are doing astonishing things to fulfill the aims of the communist reshapers of Russian society. In the face of masculine skepticism 738 women in the Talovsky region collected and loaded 482 tons of grain, which they drove 20 miles to the government elevators as their contribution to the success of the national grain-collection campaign now preoccupying the government. Women of the middle Russian villages loaded 512 tons of grain, which they drove without masculine aid.

"As a prize for this zeal the government has just

000 tons of grain were collected up to October 1, which is 2,000,000 tons more than in the previous year. Increased pressure then was exercised to collect an additional 2,800,000 tons in the month of November, chiefly from the richer peasants, whose hidden stores are believed still to be considerable. Woman workers are, of course, playing an equally important role in the revolution.

THE 1929 wheat production in 36 countries now stands at 3,096,222,000 bushels, a decrease of 11 per cent from the 3,472,284,000 bushels harvested in those countries in 1928. Minor revisions in the estimates of several European countries have been received from the International Institute of Agriculture and the production in 23 European countries now totals 1,383,630,000 bushels, a decrease of only 1 per cent from the production of 1,384,451,000 bushels in the same countries in 1928, according to Government figures.





Published on the Fifteenth of Each Month  
BY

**Mitchell Brothers Publishing Co.**

OFFICE:

Manhattan Building, 431 South Dearborn St.  
CHICAGO, ILL.

A. J. MITCHELL.....Business Manager

New York Representative: E. M. Roberts, 587 Riverside Drive  
Telephone Edgcomb 7172

Subscription Price - - - - \$1.00 per Year  
English and Foreign Subscription 1.75 " "

#### ADVERTISING.

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We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the  
Illinois Grain Dealers Association

CHICAGO, ILL., DECEMBER 15, 1929

## WHAT IS THE SCORE SO FAR?

TWO virtues of the Federal Farm Board are that it is a body with united opinion, and that its spokesmen are frank. If it is as thorough in prosecuting its functions as it is frank in announcing them, there will be a prompt showdown of the issues involved. Nothing would be better for the independent grain trade than that.

The main issue being forced is whether or not semi-Federal co-operative marketing organizations can handle the nation's grain more economically than the established system. The present system tends to prosper private initiative when it is efficient and co-operative initiative when it is efficient.

Federal Trade Commission investigations have showed, repeatedly, that the toll of independent grain traders is amazingly small. But that is water over the dam. The farm board has chosen to ignore it.

So far, the co-operative marketing adherents have not scored. First of all, the Farmers National Grain Corporation, formed by the board as a super-agency for marketing the grain of co-operatives, is headless. It is headless because there is no managerial talent of high enough calibre within co-operative ranks to make a head, and because independent grain trade leaders have refused to head such a business when offered the "opportunity." Some leader, of course, finally will be persuaded to assume the responsibility. That event will not detract from the significance of the strange, embarrassing, headless interlude.

Grain dealers who have criticized the farm

board's actions so far, have maintained, without exception, that they are in accord with the objectives of any sound farm relief plan. Such remarks have elicited chuckles or skeptical frowns from those who believe themselves to have the whip hand. More fitting than this rebuff would be a careful consideration of how the nation's marketing system can be improved by uniting the various interests that now compose it, rather than by setting them at odds with one another. The name "co-operative" would not then be belied.

## SECONDARY FIRES

THERE is a paradoxical twist to the fact that secondary fires which follow the primary dust explosions and fires in grain elevators, do the bulk of the damage. Country elevators and terminal houses alike suffered from this source of loss during 1929. In a typical explosion-fire which occurred in a Nebraska elevator recently, there is a clear-cut warning for the operators of all grain plants.

The first explosion originated from an unenclosed-motor spark in the vicinity of a feed grinder on the ground level. The damage resulting from this was serious enough, but the major loss was the secondary explosion. The force of the first blast dislodged dust from the walls, casings, and corners of the cupola. Sparks from fired chaff below were communicated to the mixture of dusty air above through a leg. Slivers from cupola boards were raining down for almost two minutes afterward.

The numerous out-of-the-way ledges around old-style elevators should be cleaned as often as dust accumulates on them, even if that means twice a day. That is a monotonous task, and a costly one in a busy season. It is the single alternative, however, from the definite hazard of secondary explosions and fires.

## CLEANERS TO MEET THE MIXED-CROP TREND

ENCOURAGEMENT is being given by state and Federal authorities to the practice of sowing wheat with flax and certain other crops. The result of this, insofar as grain dealers are concerned, is the receipt of mixed grain in proportions larger than usual. Many farmers, of course, attempt to separate their mixed harvests with home-made devices. Handy-man machines cannot compete with the precision and economy of commercial cleaners or separators.

Recognizing that fact, such agricultural leaders as Thomas D. Campbell, ship their mixed grain to market to be separated before it is offered for sale on the exchange. In that case it is consigned to dealers whose storage plants are equipped with modern cleaners. Wheat, flax, and screenings then are sold in three divided lots. Mr. Campbell reports that on large consignments, the usual charge for separating is two cents per bushel.

Many dealers expect to make little or no profit on the actual separating and cleaning

process. They have found that meager profit or at-cost service on this process is more than balanced by the increased trade which separating service brings to the door.

Progressive elevator management, as reflected in installations of efficient machines, encourages the regular trade to bring in a maximum volume of grain. It also tends to actually increase the size of the elevator's trade territory. Country grain shippers, as well as farmers, follow the line of prompt, economical service—even though that line is a tangent from normal or traditional trade channels.

## MR. SHORTHILL SPEAKS FOR GRAIN DEALERS

CONDITIONS in the farmers' co-operative elevator movement were outlined at President Hoover's business conference this month by J. W. Shorthill, head of the Farmers National Grain Dealers Association. By his own admission "the business of these companies for the months of October, November, and December, 1929, is below normal."

Two things are of interest in connection with this statement: One is, that co-operative marketing activity is waning in the face of the drastic actions taken by the Federal Farm Board to revive co-operative marketing morale.

Viewed from a different angle, the very appearance of a co-operative marketing representative to speak on behalf of the nation's grain trade is downright amusing. Perhaps that is the fault of President Hoover, or of Julius Barnes who issued the conference invitations, rather than the fault of Mr. Shorthill.

It may be presumptuous to assume that a word from the independent grain trade (that handles over half the nation's grain) would not be out of place in a general business conference—even though the conference is engineered by an administration whose hobby is co-operatives.

The independent grain trade, despite the attacks recently made upon it, at least would have been able to report a good volume of business to those hungering for news of prosperity.

## TOO MANY VARIETIES

DURING 1930 the American grain trade will benefit by an increase in the number of strategically located elevators. In the matter of grain varieties, however, especially those of wheat, a decrease instead of an increase would be beneficial.

Plant breeders in the state universities have produced many notable successes in grain types. Their very success has led them into what is often unwise promotion of other varieties that do not meet trade requirements. Millers are the people most affected by the distribution of unsuitable varieties, but dealers' trade naturally is depressed when their houses are filled with grain not to the liking of their customers—exporters or millers.

A critic of this situation in the Pacific



Northwest remarks that "we now have nearly 57 (wheat) varieties and more coming." His guess that about 50 of them are superfluous is not far wrong. The ultimate test of a grain's variety's worthiness is its commercial acceptance. A type that is OK'd by a professor of agronomy has only passed its initial test.

## EDITORIAL MENTION

*As usual, there is neither holly nor Santa Claus reproduced on the cover of our December issue. Yet to your December holiday receipts we ask you to add our shipment of this season's greetings.*

Both Austria and Poland now have grain export subsidies in operation "to stimulate agriculture." The subsidies are given pleasant-sounding names, but they do not cost taxpayers less on that account.

There's something in a name after all. A man from Victor, Mont., won the oats championship, and a man from Hope, Ind., took first corn honors at the International Grain Show in Chicago this month.

Grain dealers who are promoting the soy bean in the Lone Star state have won an influential convert. A public service utility company is reclaiming worn-out rice lands which it owns by planting soy seed.

After record movements in July and August, wheat shipments in September tumbled to the 45,000,000-bushel mark. The combination of combines and good weather induced such an early marketing of wheat that it is a wonder the anti-climax did not occur before September.

A small co-operative organization in California recently has bought as many as 210,000 grain bags in a season from the prison factory at San Quintin. Now the association is promoting bulk handling of grain, and the prison factory managers are trying to think up a new product.

Next year at this time, 70 nations will have sent in preliminary reports on the world agricultural census. The League of Nations and the International Institute of Agriculture plan to sponsor a repetition of this census in 1940 if the grain trade and other trade elements show appropriate enthusiasm for the 1930 project.

The Alberta wing of the Canadian pool now has 439 elevators, with an average capacity of less than 38,000 bushels. The patronage dividend just paid out from them is less than that in 1928 or 1927, but by lumping the payments made in the last three years, the publicity department is able to publish an impressive figure: \$1,800,000.

Following the refusal of the Michigan co-operative grain marketing outfit to sell any more wheat until February, independent elevators in the Wolverine state have been doing an extra-brisk business with mills desiring to

cover advance flour sales. Some mills, for the first time in several years, are contracting for large amounts of wheat from independent houses. Another straw in the Federal Farm Board wind is the Texas announcement that wheat acreage for the 1930 harvest will be 40 per cent greater than the area sown this year.

The first local co-operative grain marketing association under the new farm relief regime was organized recently at St. Johns, Wash. A hundred farmers signed membership contracts calling for about 500,000 bushels of the 1930 wheat crop. Local, not regional, associations are the foundation of the whole Federal Farm Board plan, but most of the progress so far has been from the top down, and has involved mainly regional groups.

### CROSS SECTION NOTES FROM THIS ISSUE

The best news-picture of the year: Page 361.

"Grain Member" McKelvie of the Federal Farm Board speaks freely and frankly of the board's marketing objective on Pages 359-361.

\$351,000 for the Federal Grain Futures Administration—and other brevities mined from the mass of Secretary Hyde's annual report: Pages 358-9.

A verbal tilt with Alexander Legge reported in Mr. Schulte's dispatch from Duluth: See "News Letters" Department: Page 371.

Managers with feed or seed as elevator sidelines have boiled down versions of the latest sideline news in the Departments beginning on Pages 377 and 387.

Local elevators in Minnesota reported upon by business analysts: Page 357.

Elevator millwrights will be entertained and informed by the December adventures of "Big Bill" Davis. Pages 369-370.

An illustrated story of the newest grain storage plant in the "breakfastfood city," Battle Creek, Mich.

Official comment on the adequacy of terminal elevator capacity: Page 369.

Theoretically there are 40 pounds of starch in a bushel of wheat, and half of it can be converted into sugar. A Kansas milling company and a professor in a Wichita school propose to discover if the conversion can be made profitably. If it can, corn sugar producers will have something more than cane and beet sugar competition to fear.

Cereal chemists in Germany and other European countries are at work solving the problem of the quantity and quality of barley's protein as it affects the quality of beer. Through the agency of the International Institute of Agriculture, an international debate is being waged on the fine points of this question, but an American voice in the discussion is lacking.

Principal wheat exporting countries continue to show tendency to expand grain crop acreage. With export bounty plans operating in two countries, and extreme "farm relief" measures the vogue in half a dozen other nations, in-

creased production is only natural. On the other hand, Secretary Hyde, United States Department of Agriculture, declares in his year-end report: "The world market for wheat of the 1930 crop probably will be no better and may not be as good as the world market for the present season."

The lull in export wheat trade with Europe this season has been balanced to some extent by the heavy Oriental shipments. The striking gain in wheat cargoes dispatched across the Pacific from Portland, Ore., may be seen by comparing the 677,000 bushels shipped in the first four months of the 1928 season with the volume cleared in the corresponding period this year: 1,759,000 bushels.

Many alibis are given overproduction, the chief element in price decline. "The crash in the securities market," says the December report of the Federal Department of Agriculture, has had some temporary effect upon prices of grains." During the stock market boom, an excuse frequently offered for lagging grain prices was that the stock exchanges were stealing the thunder of the grain marts.

With experiment stations competing among themselves in developing new wheat varieties by the score, great ingenuity is needed in getting names for them that will be distinctive and yet not duplicate or conflict with names already on the official list. New York wheat breeders have solved the problem numerically. Hence "Rural New Yorker No. 6, No. 57," etc. Canadians yield to no such lazy solution. Four new varieties recently developed at the University of Saskatchewan have been christened, prior to their general distribution, as Croesus, Planet, Apollo, and Reliance. These particular strains with the race-horse names are not rust-resistant. But another Saskatchewan entry, a cross between Marquis and Marquillo is a rust fighter besides being a good, all-around variety. This deserves an extra-good name—like Man-O'-Rustwar.

The prospect of feed grain shortage in the drought areas this winter has been a matter of some anxiety to Canadians. While barley has held up better than oats, both crops are distinctly poor in those areas suffering most from lack of moisture and coupled with this lack the pastures and hay fields have been severely burned. Faced with this situation, the provincial government in Saskatchewan made a request to the railways that baled hay and straw and threshed oats be billed at half rates to points within the drought areas from points in Manitoba, Saskatchewan and Alberta on condition that the Saskatchewan government pay such reduced charges. The request was acceded to and this will have the effect of providing the free movement of fodder for settlers who are under the necessity of importing it for their livestock. Thus may be brought about a radical alteration in the general livestock situation, for it has been doubtful whether the farmers would engage in an intensive development of livestock and dairy resources in an effort to augment income or whether they would dispose of their stock because of high-priced feed.



H. A. RUMSEY  
Chicago

# NEWS OF THE TERMINAL MARKETS

W. W. DEWEY  
Peoria

## CHICAGO BOARD NOMINATES BUNNELL FOR PRESIDENT

John A. Bunnell, under whose former administrations, 1926 and 1927, the first definite plans for the erection of a new board of trade building were instigated, has been selected by the Chicago Board of Trade nominating committee to succeed Samuel P. Arnot as president for the coming year. Mr. Bunnell was also president in 1909.

Mr. Arnot, the retiring president who has been at the head of the Chicago exchange for the past two years, is credited with establishing the new securities market and the cotton market on the exchange.

Mr. Bunnell has been a member of the exchange since 1891. In addition to having been president, he has served as director and vice-president and has been a member of the building committee. He is at present head of the Hatley Bros. Company, one of the oldest board of trade firms, and has been in the packing business for 30 years.

At the election to be held January 6, the board of trade members will choose a president, vice-president, five directors and committees. Charles V. Essroger, vice-president of the First National Bank,



JOHN A. BUNNELL

will advance from second to first vice-president.

The five nominees for directors are: Emile J. Garneau, Roland McHenry, Parker M. Paine, Lowell S. Hoit and William E. Hudson. The latter three men have already served as directors.

The nominees for committees are: Arbitration, Morris S. Glaser, Lewis M. DeCosta, M. E. Latimer, A. W. Kay and Guy E. Warren; appeals, Edwin J. Kuh, Jr., John H. Wheeler, Richard Gambrill, Jr., David H. Annan and John J. Coffman; nominating, J. C. Wood, Wallace Templeton, James W. McCulloch, C. P. Randall and John R. Leonard.

## A BUFFALO CONSOLIDATION

The following announcement from the Townsend-Ward Company of Buffalo, will interest the many friends of that company throughout the country:

"It is with gratification that The Townsend-Ward Company announces its alliance with the

Kellogg Grain and Elevator Corporation, one of the oldest elevator enterprises in this city, to conduct a general grain business.

"Godfrey Morgan, who has had many years experience in charge of the elevator and forwarding business of the Kellogg Elevator, will serve as secretary and general manager; the merchandising and handling of grain will be under the direction of Mark Steele, vice-president in charge of the grain department, and formerly president of The Townsend-Ward Company.

"The entire personnel is experienced and the equipment is ample to meet the exacting requirements of present day grain business in all of its treating, handling and forwarding, and includes a branch; merchandising, consignments, storing, modern lake front elevator of 1,200,000 bushels' capacity, located conveniently to all eastern and western railroads.

"For The Townsend-Ward Company we wish to express our appreciation of the very cordial relations that have existed for so many years, and to thank you for your part. We bespeak for the Kellogg Grain and Elevator Corporation a continuance of the same friendly interest."

## MINNEAPOLIS GRAIN MEN APPEAL TO LEGGE

Agitation among Minnesota grain men who fear that the wheat loan policy of the Federal Farm Board may put them out of business came to a head on December 4 when a group of prominent Minnesota grain dealers laid their protest before Alexander Legge, chairman of the board. The delegation was headed by Frederick B. Wells of the Peavey Elevator Company, one of the big grain handling concerns of Minneapolis.

The complaint of the grain men, in substance, is that the farm board, in making heavy loans to the growers' co-operatives on the basis of definite bushel prices announced in Chicago October 26, has shut off a large part of the wheat formerly coming to the elevators. Finding themselves able to hold their grain with the aid of their advances and the assurance that \$100,000,000 is pledged for grain loans, members of the co-operatives have refused to send a lot of their wheat to the market.

Another source is the difference in the basis of loans on wheat marketed in Minneapolis and Chicago. The farm boards' price schedule promises loans on No. 1 Hard Winter wheat at the rate of \$1.18 basis Chicago and No. 1 Northern wheat at the rate of \$1.25 basis Minneapolis. Because of the additional freight charge to Chicago, Minneapolis dealers are of the opinion that the ratio should be reversed.

A report that a determined effort would be made by grain commission dealers in Minnesota to sew up elevator owners for five-year contracts backed by a threat of having their loans called at once was vigorously denied by Ernest Cawcutt, president of the Minneapolis Grain Commission Merchants Association.

"I deny flatly that notice is being served or will be served that loans are to be called if elevators do not sign up with commission firms," was his declaration.

Grain men, Mr. Cawcutt said, are in sympathy with the farm relief act, "but they believe that the board itself does not appreciate the efficiency of the present marketing system as it would if there had been a trained grain man on the board."

In the event, however, that grain men should

attempt to carry out their alleged threats, Mr. Legge announced that the new Farmers National Grain Corporation has been given funds and authority by the board to protect elevator owners. The corporation and its subsidiaries, he said, will investigate whenever an elevator owner is in difficulty and can act promptly if necessary.

## BUTLER NEW OMAHA EXCHANGE PRESIDENT

Hugh A. Butler, of the Butler-Welsh Grain Company, was elected president of the Omaha Grain Exchange at the first meeting of the new board of directors last month. Mr. Butler succeeds E. W.



HUGH A. BUTLER

Taylor, of the Nye and Jenks Grain Company. G. H. Wright and M. I. Dolphin were named vice-presidents and J. A. Linderholm was made treasurer.

C. D. Sturtevant and J. A. Linderholm are the new members of the board of directors while W. T. Burns was chosen to succeed himself.

## FARMERS GRAIN CORPORATION GETS BOARD MEMBERSHIP

The Farmers National Grain Corporation early this month concluded the purchase of the Rural Grain Company, a farmer elevator-owned organization with a seat on the Chicago Board of Trade and with connections on other markets.

The Rural Grain Company will be operated as a subsidiary of the sales agency of the Farmers National Grain Corporation, and on December 6 the corporation was in a position to execute orders in the cash grain markets.

This is in line with the operations of the Canadian Wheat Pool, which has a membership on the Winnipeg Exchange and there deals not only in cash grain, but to a very large extent, in futures as well.

## EXCHANGE MEMBERSHIP VALUES

The sound value underlying memberships on the Chicago Board of Trade was outlined recently by Edward Jerome Dies in a statement to fellow members of the world's largest commodity exchange.

Calling attention to the fact that a seat on the Chicago board actually is a membership on four exchanges: grain, cotton, securities and provisions, Mr. Dies describes as "ridiculously low," recent membership prices of around \$25,000.

Interesting comparative seat values, as of November 21, ranging from \$350,000 (ex-rights) on the New York Stock Exchange to \$6,500, the price of



memberships on the New Orleans Cotton Exchange, are presented in the analysis.

An ultra-conservative comparison with other exchange seat values, allowing for grain trading privileges, \$20,000; cotton, \$6,500; provisions, \$5,000 and securities, \$15,000 fixes the composite value of a board of trade membership at this time at \$46,500, Mr. Dies points out.

The grain, cotton and securities estimates represent the present price of memberships on the Winnipeg Grain Exchange, New Orleans Cotton Exchange and Cleveland Stock Exchange respectively.

"And even \$46,500," Mr. Dies adds significantly, "does not take into account the carrying out of ambitious plans now under way, projects that are certain of success, or reckoning any value for the constantly increasing equity our members will have in our new \$22,000,000 home at the head of La Salle Street."

The complete comparative table of exchange seat values, based on the last sales prior to November 21, follows:

New York Stock Exchange (ex-rights).....	\$350,000
New York Curb Exchange.....	150,000
Boston Stock Exchange.....	45,000
St. Louis Stock Exchange.....	20,000
Pittsburgh Stock Exchange.....	20,000
Philadelphia Stock Exchange.....	35,500
Cleveland Stock Exchange.....	15,000
Vancouver Stock Exchange.....	50,000
San Francisco Stock Exchange and Curb.....	175,000
Los Angeles Stock Exchange.....	132,000
Toronto Stock Exchange.....	175,000
Cincinnati Stock Exchange.....	37,500
New Orleans Cotton Exchange.....	6,500
New York Cotton Exchange.....	34,000
Winnipeg Grain Exchange.....	20,000

Two factors are described by Mr. Dies as responsible for the present depreciation of board memberships from a high of \$62,000 made several months ago.

"By far the most important reason," he said, "is the recent toppling of the bull market in stocks, which probably will be forgotten in a few months. Such events bring distress selling even in memberships, with prices which in no way represent true values. A New York Stock Exchange membership recently sold \$144,000 below the previous sale.

"The second reason for low prices of board of trade memberships is the delay involved in developing the new securities market to major proportions. However, the chief obstacles have now been overcome. And it is a certainty that by the time the exchange enters its new home on or before May 1, a substantial securities market will be in operation."

Many brokerage and investment houses, he explained, are awaiting development of a broad and liquid securities market to buy memberships. And in strengthening the conviction that this will be done, the board of trade member referred to the following excerpt from the *Analyst*, new York City financial publication:

Commodities are traded in simultaneously in different cities and it would be entirely reasonable to have several stock exchanges geared to handle large orders. Arbitration could keep these markets in line, just as in the case of wheat or cotton. One wonders, in fact, why some of the out-of-town exchanges, particularly Chicago, have not already attempted to develop their trading in the standard stocks more aggressively.

"In my judgment," Mr. Dies concluded, "the purchase of a Chicago Board of Trade membership at this time is the soundest and most attractive investment of its kind to be found anywhere."

## DAMP CORN IN EVIDENCE

Present weather poor for outdoor work. Mercury ran up to 52 degrees above and down to 7 degrees below zero this week; about six inches of snow has fallen and later left us; another rain on today with colder weather promised for the week-end. Our weather man says that the two middle weeks of December likely give us moderate temperatures, but that around Christmas we may expect snow, cold, and boisterous weather. Wheat came out from under the snow blanket rather improved in looks.

The corn shuckers did but little work the past week and the same old one-fourth of the crop remains in the fields.

Corn receipts in western markets have increased some, but it's evident that as far as this section is

concerned that shipments have mostly been made to clean up old contracts and sent in on consignment as but few new contracts are being entered into recently.

We hear from country stations that farmers are now bringing in to the elevators and will continue to haul, until shucking is completed, their damp corn that is likely to damage if cribbed, but that the better kind of corn has been put away to hold until next summer, if necessary, with the belief that better prices are on the way if owners will wait for them. It is certain that corn inspected at Decatur shows little if any improvement in moisture content yet.

As an evidence that our corn crop will eventually grade very well, after it has lost some of its moisture, the fact is mentioned that in spite of considerable sample grade corn showing up for inspection one seldom hears of a car of heating corn from this 1929 crop.

Elevator stocks of oats are decreasing rather slowly as yet, but feeding on the farms goes steadily on.—H. I. Baldwin & Co., Decatur, Ill., letter of December 7.

## INDEPENDENT TRADER TURNS DOWN \$50,000 A YEAR POST AS MANAGER OF U. S. "CO-OP"

If the Federal Farm Board wishes to lean on the proven managerial ability of the independent grain trade in order to run the so-called Farmers Na-



CHARLES W. LONSDALE

tional Grain Corporation, it must look elsewhere than in the president's office of the Simonds-Shields-Lonsdale Grain Company, Kansas City, Mo.

Charles W. Lonsdale, president of the Missouri firm, has declined the position as general manager of the "super-co-op" set up by the farm board to displace a large part of the present grain marketing machinery. It is reported that Mr. Lonsdale is not the only executive within the ranks of the independent grain trade who has balked at the idea of turning his back on the established system of distribution in order to lead co-operative theorists out of the wilderness. In rejecting the offer, Mr. Lonsdale notified Alexander Legge, farm board chairman, and issued this statement:

While I am wholly sympathetic toward all sound effort to improve the relative economic position of agriculture, I believe there are certain fundamentals which cannot safely be violated, and I am compelled to refuse the tender of responsibility as directing head of the Farmers National Grain Corporation because of my sincere conviction that the plan, as at present outlined, will fail.

The Agricultural Marketing Act is, in its application to the grain trade, an indictment of the efficiency and economy of the present competitive system of grain handling. It proposes ultimately to destroy this system and to set up in its stead co-operative grower-owned control with the dual objectives of accomplishing economies in handling and bringing about price stabilization by what is called orderly marketing.

As for the first of these objectives, while it is pos-

sible that there may be wastes in the country handling of grain, co-operative country elevators have not convincingly proved their efficacy in reducing these wastes. On the contrary, they have failed in large numbers through inability to compete with commercial buyers and shippers.

A salary of about \$50,000 a year is said to be the offer made to Mr. Lonsdale. His first refusal was not taken by the board as absolute, and the second rejection, accompanied by the foregoing vigorous comment, then was issued.

## MONTREAL RECEIPTS AND SHIPMENTS

The September and October receipts and shipments for Montreal, the scene of the latest Canadian grain tie-up, have finally been released by J. Stanley Cook, secretary of the board of trade.

The receipts and shipments for September, 1929 and 1928, were:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus...	3,225,002	22,202,677	2,694,067	26,531,668
Corn, bus....	27,050	72,952	3,754	5,608
Oats, bus....	417,384	2,728,195	82,616	2,401,869
Barley, bus..	4,065,033	8,154,063	1,525,084	4,737,483
Rye, bus....	82,285	872,008	8,572	1,709,398
Flax Seed, bus. ....	22,500	111,494	.....	.....
Hay, bales ..	152,254	54,717	226,172	45,925
Flour, bbls..	277,302	385,457	252,373	471,992

The receipts and shipments for October, 1929, and 1928, were:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus...	9,464,166	28,098,930	4,881,279	21,495,935
Corn, bus....	35,547	126,417	2,790	15,485
Oats, bus....	470,982	1,333,564	100,285	1,449,805
Barley, bus..	792,678	10,183,126	2,140,275	9,692,660
Rye, bus....	23,000	3,095,198	17,143	1,714,860
Flax Seed, bus. ....	62,800	103,975	.....	.....
Flour, bbls..	411,840	540,992	372,253	652,698
Hay, bales...	256,537	114,321	249,185	77,402

## CHICAGO RYE SITUATION INVESTIGATED

The rye market in Chicago during the past 30 days has presented so many unusual features that the directors of the Chicago Board of Trade on December 3 called upon clearing house members for a statement of open trades in December rye at the close of business December 4.

There are 4,306,000 bushels in store and 619,000 bushels afloat at Chicago, which is almost as much as the total visible supply for the whole country last year at this time. The present total visible is 11,860,000 bushels.

The open interest on December 3 at Chicago was 7,474,000 bushels and in all positions 23,094,000 bushels. During the first three days in December an average of 2,762,000 bushels were delivered on contract. With a good rye crop abroad, and a large amount in this country's show windows, it will be of interest to know who owns the rye and why.

On and after December 14, the delivery of rye in cars is to be recognized by the board as a valid tender on contracts during the month, according to the directors.

## ARBITRATION COMMITTEES HAND DOWN TWO DECISIONS

The arbitration committees of the Grain and Feed Dealers National Association recently handed down two decisions, one involving a transaction on two 80,000-pound capacity cars and the other concerning two contracts, interpreted differently by each of the parties implicated.

In the first case, the Lieber Grain Company of Fort Morgan, Colo., the buyer, was ordered to pay to the Burns Grain Company of Omaha, Neb., the seller, \$83.75.

The confirmation of the seller was declared indefinite as to whether the basis of discount for lower grades was expressed in hundred pounds or bushels. However, the arbitration committee decided, the confirmation of the buyer was definite and was accepted by the seller without protest, so the basis of discount was bushels.

The other case was an appeal from a former decision of Arbitration Committee No. 5. The new decision, rendered by the Arbitration Appeals Committee, directed Embury E. Anderson to pay a total



of \$572.16 to the Clement Grain Company of Waco, Texas. The disagreement arose over conflicting opinions as to the meaning of certain contracts.

## CORN ACTIVE AT PEORIA

The business at Peoria for the last month has been mostly corn though there has been a fair sprinkling of oats, barley, wheat and soy beans. The corn arrivals have been rather good in the aggregate—plenty to supply the local industrial demand which is now using around 85,000 bushels daily. There have been spasms of shipping demand. One day recently there was a good demand to go out of town and the 154 cars that we had here were easily handled though the market was one-half to one cent lower.

Illinois, east of the Illinois River, is moving corn in rather a light way but west of the Illinois River the movement has been very fair—with a good movement of corn from Iowa and fair from Minnesota. Values here have held very close relatively to Chicago prices. This has enabled us to easily supply the local industries. There have been some days of very light receipts and some quite heavy. So far as we can see now the movement is likely to be moderate. After the first of the year we imagine it will let up considerably and with the shortage in the crop of corn of something like 200,000,000 bushels and of oats 200,000,000 bushels we confidently look for firm to perhaps higher prices on corn and sure higher prices on oats later in the season.—P. B. & C. C., Peoria, Ill., letter of December 9.

## VOLUME OF GRAIN FUTURES TRADING IN NOVEMBER

A slight increase in grain sales, approximately 68,000,000 bushels, was noted on the Chicago futures market last month, 1,877,370,000 bushels being bought and sold in November against 1,809,644,000 bushels in October. The total was divided among the various grains in the following manner, for purpose of comparison October figures for each being shown in parenthesis: Wheat, 1,500,480,000 bushels (1,467,355,000); corn, 237,727,000 bushels (245,604,000); oats, 90,037,000 bushels (68,826,000); rye, 49,126,000 bushels (27,859,000).

Average open contracts in futures on the Chicago Board of Trade for November, "short" side of contract only being shown, there being an equal amount of the "long" side, were: Wheat, 202,549,000 bushels compared with 129,718,000 in November, 1928, and 238,356,000 in October, 1929; corn, 35,650,000 bushels against 90,553,000 in November, 1928, and 42,787,000 in October, 1929; oats, 44,710,000 bushels in contrast to 29,997,000 in November, 1928, and 47,666,000 in October, 1929; rye, 24,615,000 bushels compared with 12,222,000 in November, 1928, and 19,395,000 in October, 1929. The average open contract for all grains at Chicago in November was 307,524,000 bushels against 262,490,000 in November, 1928, and 348,204,000 in October, 1929.

## CHICAGO BOARD OF TRADE HOLDS RULES MEETING

Several new rulings were adopted by the membership of the Chicago Board of Trade at a general election held last month, all by big majorities. The new ruling affecting trading on other exchanges was carried by a vote of 837 to 147. It reads as follows:

"608. TRADING ON OTHER EXCHANGES.—No member of this association shall be permitted to trade on any other exchange in the city of Chicago whose constitution, by-laws, rules or regulations prescribe or limit the trading privileges of our members on our own exchange."

Another ruling that was passed by an overwhelming vote, 891 to 69, is as follows:

"313. MEMBERSHIP IN CLEARING HOUSE.—The clearing house may prescribe the qualifications of its own members. Corporations . . . which were members of the clearing house on April 2, 1929, may be members of the clearing house for purpose of clearing commodities only. No partnership may be a member of the clearing house unless it is registered . . . and unless two of its general partners are members of the association. No member who as an individual is a member of the clearing house, shall clear any trades except for his own personal account. No per-

son or firm shall become a member of the clearing house until approved by the board."

A ruling adopted in connection with the above by a vote of 907 to 46 reads as follows:

"312. CLEARING HOUSE BY-LAWS.—The clearing house may not change its by-laws without the consent of the board."

The directors of the board of trade have placed the ensuing interpretation upon Rule 282:

"Grain loaded out of elevators in the Chicago district is not a valid delivery unless such grain is loaded in good order cars, i.e., cars acceptable to the railroads for outbound shipment and such cars must not be loaded in excess of a shipping load."

## P. P. DONAHUE HONORED

Some fine compliments were handed to P. P. Donahue, veteran grain trader, on the occasion of the dinner in his honor given in Milwaukee, Wis. There were grain men from Chicago and from Milwaukee to do honor to this fine old man of the grain trade. Not old, however, because Pat, as he is familiarly called, is one of the young-minded men of the grain trade even though he is retired.

"His presence brought order to a chaotic board of trade."

"His life story is one of American achievement, head always up and spirit unbroken even in the days of darkest distress."

"His footsteps make a path where younger men would do well to follow."

There were hundreds of fine things said about old Pat Donahue, a friend of every one at the dinner. The 100 or more grain men and other friends who had gathered to do honor to Mr. Donahue all spoke in the highest terms of respect and admiration of this grain dealer who has been loved by every one. He is retiring from business.



P. P. DONAHUE

Although retiring from active trade Mr. Donahue will still retain the title of president of the Donahue-Stratton Company. He will spend the winter in Florida. As a little token of remembrance he was given a traveling bag with the suggestion that he go south with it for a spell and then bring it right back to his old Milwaukee friends again.

Alderman Cornelius Corcoran described Mr. Donahue as a man of which the city, the state and even the nation might well be proud.

City Attorney John M. Niven who was the toastmaster recounted the old days, 30 years ago, when he and Mr. Donahue came to the same apartments to live. The warm affection which grew up at that time has lasted to this day, he said.

Fred Winters of The Quaker Oats Company talked much about the personality of Mr. Donahue and about the warmth and the friendship which he had always manifested.

Harry Stratton talked about the fine associations he had had with Mr. Donahue in a partnership of many years in the grain business. He emphasized the agreeable relations which he had always maintained with Mr. Donahue.

It is safe to say that no grain dealer of Milwaukee can wind up his work at the grain board and declare that he has more friends than Pat Donahue. And Pat may again come back to the grain trade, who knows, when the great surge to be useful comes over him some time.

## ORGANIZE NORTHWEST FARMERS' GRAIN CO-OP

S. L. Berg of Baltic, S. D., was elected president of the Farmers Northwest Grain Corporation at a meeting of grain men in Minneapolis, Minn. Other officers chosen at that time were: A. F. Feltus, Minneapolis, general manager; T. J. Larson, Outlook, Mont., vice-president for Montana; F. H. Sloan, Sioux Falls, S. D., vice-president for South Dakota; Matt Bayer, Regan, S. D., also chosen as a South Dakota vice-president; and Robert Robertson, Langdon, N. D., vice-president for North Dakota.

F. H. Sloan was elected temporary treasurer and N. M. Courselle, Minselle, Minn., was named tem-

porary secretary. Members of the executive committee are: Theodore Fredrickson, Murdock, Minn.; Matt Bayer; Robert Robertson; S. L. Berg; F. H. Sloan; T. J. Larson; and Thomas Connally.

Plans to start 1,500 farmers' elevators of the Northwest into a single sales agency with headquarters in Minneapolis have been begun. If the plan is carried out, the farmers can sell their own grain instead of marketing it through grain commission firms.

## CORN TRADE INCREASING IN PITTSBURGH

Offerings and shipments of new corn in the past three or four days have shown a decided increase. While receipts have been just fair on new natural corn from country points an increase is looked for within a few days. The demand is only fair on corn but prices are held well within line of values prevailing in other markets.

Oats receipts have been just about equal to a slow demand. Considerable oats are held in elevators here, and while they are not pressing in the market, it is difficult to clean up daily arrivals at top prices. Oats show a decided increase from country points within the past few days.

It is generally conceded that the cash demand from eastern buyers will be slow from now on until January 1 on all grain.

New ear corn arrivals have been decidedly small, due to the fact that receivers are not encouraging shipments of this commodity, and we continue to advise shippers not to consign this commodity to our market, as the demand is practically nothing.

Shipments from western country points are moving in here via Pennsylvania Railroad in good time, no delays being noticed.—Harper Grain Company, Pittsburgh, Pa., letter of December 9.

## OPPOSE FARM BOARD PLANS

According to a current report grain commission men are organizing on an elaborate scale to fight the Federal Farm Board's program for setting up a farmer-owned and farmer-controlled grain marketing and price-stabilizing organization. The commission men already have appealed to President Hoover and Alexander Legge, chairman of the farm board, but without result.

Information was in the hands of senators from middle western states and also members of the farm board showing that personal letters had been written by grain commission men to the heads of elevator companies and co-operatives vigorously attacking the board's program and urging growers to refuse to co-operate in it.

As viewed in Washington, the issue between the commission men and the board is clearly drawn. On the one side are the grain dealers who see in the board's program their elimination as middle men. On the other side is the board backed by the grain growers who are setting up their own marketing system under the board's direction and with its financial aid.

## RUNNING ON NEW CORN

Stocks of old corn in the Buffalo market are nearly exhausted and most industries are running on new corn. There are no surplus stocks in store and there is a good demand for corn with a good volume of business being worked daily. The demand is largely for No. 2 Yellow and No. 3 Yellow and the higher moisture corn has to be sold at discounts which will permit its being dried down to third grade. It does not look as though there would be any accumulation of corn until after the first of the year as supplies everywhere in the East are low and a good steady demand is anticipated from that source.

The oats market has been a dull affair with receipts very light and the demand equally so. Reports are that the eastern farmers have about exhausted their supplies of home-grown oats and will have to come into the market very shortly.

Everything points to a very heavy feeding demand in the East this winter and it is expected therefore that the movement of grain through this



market during the coming months will be above normal.—*Mid-December letter of J. G. McKillen, Inc., Buffalo, N. Y.*

### VETERAN MEMBER OF CHICAGO BOARD DIES

Edwin C. Day, 75 years old, for many years a grain operator on the Chicago Board of Trade, died on November 21 at his home in Evanston, Ill., of pneumonia. He had been in ill health for three months prior to his death.

Mr. Day was born in Peru, Ill., but had been a resident of the Chicago district for 60 years. He was a graduate of the University of Chicago in 1872 and of the University of Zurich, Switzerland, as a civil engineer in 1874.

He is survived by his widow, Mrs. Elsie Day, one son, Winfield, and two daughters, Miss Victorine Day and Mrs. Margaret McIntyre. Funeral services were held at the chapel in Graceland Cemetery.

### LANE, OF BUFFALO, DIES

John Lane, who for more than 50 years has played a prominent part in grain elevator operations in Buffalo, N. Y., died December 9, after a heart attack. He was 76 years old. Mr. Lane was general superintendent of the Dellwood Elevator but retired from active business four years ago.

Among the elevators he managed were the Mutual and Great Northern, and for three years he was in charge of grain elevators at Ogdensburg, N. Y. During the administration of Governor Miller of New York, Mr. Lane was drafted to direct the beginning of operations at the state-owned elevator at Gowanus Bay. Besides his widow, Mr. Lane is survived by a son and daughter. Burial was in Mount Olivet Cemetery. The funeral was largely attended by representatives of grain and elevator interests in Buffalo.

### GROWING WHEAT LOOKS GOOD

Wheat: Receipts only scattering cars and that moved on the recent bulge in prices, hardly any on the late break. The growing crop is coming along very nicely, it having been planted just before the fall rains, acreage increased over last year. Outlook at present could not be better. Visible supply of old wheat in all markets still looks burdensome.

Corn: Receipts here have been rising and falling with the advances and declines in the market, at present receipts are fairly large, but the milling and industrial interests have been taking it, most all offerings being sold daily at prices which compare favorably with other markets on good corn, but the off grades are bringing better prices here. We look for a good demand here daily as all industries are running almost to full capacity. We believe if the corn had a good break, eastern buyers would also be in the market.

Oats: Receipts are running from none at all to fair, prices holding in line with competitive markets. There does not seem to be any particular interest in them. We look for a fair demand, unless receipts increase considerable.—*Mueller Grain Company, Peoria, Ill., letter of December 10.*

### OMAHA EXCHANGE HEAD IS AN EX-ENGINEER

At the first meeting of the newly elected board of directors of the Omaha Grain Exchange, on Tuesday, November 19, Hugh A. Butler, head of the Butler-Welsh Grain Company, was elected to the presidency of the exchange.

It is interesting to note that Mr. Butler's rise to this position in a way parallels that of a more famous man, Herbert Hoover, president of the United States. Like Mr. Hoover, Mr. Butler was brought up in a prairie home, suffering many of the hardships of pioneer days, worked his way through high school and college, spent several years as a civil engineer with the Burlington Railroad, eventually entered the grain business and is now chief executive of one of the important grain markets of the country.

Born in Missouri Valley, Iowa, in 1878, Mr. Butler moved as a child with his family to Cambridge,

Neb., in the western part of the state during 1883. His father homesteaded a few miles from Cambridge. Drouth, prairie fires, grasshopper years all were a part of his early experience. Education in those days was not so easily obtainable, but he managed to earn his way through high school and in addition won a scholarship to Doane College at Crete, Neb.

After finishing a year and a half in the academy and four years of college at Crete, Mr. Butler went to work on a surveying gang of the C. B. & Q. Railway as axeman, with the intention of saving enough money to take him through law school. Instead, he was promoted rapidly and at the end of a few months was transitman, earning more money in this position than a young lawyer could hope to claim as an income for several years. He was with the Burlington for eight years during which time he built the division from St. Louis to Mexico, Mo.; the coal line from Centralia, Ill., to Paducah, Ky.; and in his last two years was superintendent of construction in full charge of the western extension of the Burlington from Casper, Wyo., to Billings, Mont.

In the meantime, however, he had married and the desire for a permanent home brought about a decision to quit the railroad, and together with the owners of the Crete Mills, he formed a company to buy the mills at Curtis, Neb., which he operated for five years, 1908 to 1913. Following this, he spent five years as manager of the Crete Mills at Crete, remaining there until 1918.

The grain end of the milling business seemed to appeal most to Mr. Butler, and he finally decided to try his luck in a terminal market, so in the spring of 1918, he came to Omaha as consignment manager of the Dawson Grain Company. Running his own company, however, had always attracted him more than working for someone else, and in the late fall of that year, he formed a partnership with J. L. Welsh of Omaha, who had just received his discharge from the army and on the first day of 1919, the present Butler-Welsh Grain Company opened its doors, ready for business. That partnership exists in its original form today and is the only partnership in the whole exchange.

Although they started in the commission business, it was not long until they had developed a merchandising business, specializing in milling wheat, and now the company has one of the largest organizations in the market, with 250,000 bushels of elevator space in Omaha and a 350,000-bushel terminal at Nebraska City.

Business alone has not absorbed all of Mr. Butler's time and interest as he has been a director of the Omaha Grain Exchange for six years, serving two terms as vice-president; he has been an active worker in the Omaha Chamber of Commerce; is a member of the city board of education, a member of the advisory board of the Salvation Army, and has also served as an officer of his church, the First Congregational. In his spare moments, he also finds time for an occasional round of golf or a rubber of bridge, and he is an enthusiastic hunter.

### CHANGES IN MEMBERSHIP

*Boston.*—Nathaniel Samuels, of Chicago, has been admitted to the Boston Grain & Flour Exchange.

*Chicago.*—The following have been admitted to the Chicago Board of Trade: James Stewart of the Alberta Pacific Grain Company, Ltd., grain exchange, Winnipeg, Canada; Henry L. Ruppert of H. L. Ruppert & Co., St. Louis, Mo.; Burton W. Hales of the Hales & Hunter Company; Charles L. Trumbell of Trumbell, Wardell & Co., New York, N. Y.; Samuel T. Hubbard, Jr., of Hubbard Bros. & Co., New York, N. Y.; Phillip D. Henry and Victor H. Mardfin. The following memberships have been transferred: Roy W. Milner, Fremont B. Hitchcock, Gardiner B. Van Ness, Donald M. Woodruff, Julian E. Baker, William L. Meffert, Robert E. L. Senderling and Samuel T. Hubbard. The expulsion sentence of Marvin S. Haskell has been lightened to a six-month suspension. Charles C. Chaffee, Jr., has been suspended for six months.

*New York.*—Newton C. Eblin of Eblin & Co., Roy

F. Wilson of Pynchon & Co., Jack H. O'Connor of Ludwig E. Goetz, Alten C. Elterich of W. D. Yergason & Co., James J. McLean, Jr., and Clarence S. Betts have been admitted to the exchange.

### GOOD GRAIN IN DEMAND

Wheat receipts light. A good demand, however, with our cash market following pretty closely the advances and declines in the December.

Corn receipts have been running rather heavy but looking for receipts to slacken up some on account of weather conditions. Good demand for good corn but only a fair demand for light weight, high moisture content corn. Much if any increase in receipts would probably see some break in cash premiums.

Oats receipts are not heavy by any means but the demand not urgent except nice premiums obtainable for heavy weight No. 2 White oats of good color.—*The Cleveland Grain Company, Indianapolis, Ind., letter of December 11.*

### TERMINAL NOTES

Colin H. Burnell was re-elected president of the Manitoba Wheat Pool at the annual meeting of that body held recently at Brandon, Man.

Herbert W. Barrett has been appointed assistant trade commissioner for the United States at Winnipeg where he has taken up his duties.

The preliminary estimate of corn is placed at 232,871,000 bushels in Nebraska against 212,701,000 last year, a dispatch from Kansas City says.

C. J. Stark received an appointment from Oliver Knudson, North Dakota grain storage commissioner, as grain inspector for the New England territory.

The board of directors of the St. Louis Merchants Exchange passed a resolution that no membership of living members will be redeemed the remainder of this year.

E. K. Sheppard, manager of the Cleveland Grain & Milling Company, Indianapolis, Ind., is confined to his home, his physician having prescribed a much-needed rest.

Five grain boats cleared from Fort Williams-Port Arthur elevators one day recently with 1,125,000 bushels of grain, the *Emory I. Ford* taking 530,000 bushels of barley to Buffalo.

The Chicago Board of Trade was closed all day Thanksgiving, thus giving the members plenty of time to figure out what they had to be thankful for. Some of them are still figuring.

Death took four members of the Chicago Board of Trade during late October and early November. They were Charles J. Moore, Dan Sonnentheil, James J. Rowan and Augustus W. Green.

The Chicago Board of Trade has announced that on November 18 the new building fund had reached \$1,347,532.02. Who, we wonder, was the generous gentleman who donated the two cents?

Acceptance of the Indiana Farmers Co-operative Elevator Company as a stockholder in the Farmers National Grain Corporation was announced recently by E. G. McCollum, secretary of the Indiana company.

Samuel Plant, retired miller, has been appointed chairman of the committee formed to nominate officers, directors and certain committee members for the St. Louis Merchants Exchange for the coming year.

William B. Massey was suspended for two years by directors of the Chicago Board of Trade on charge of irregular trading. He is said to have acted as both principal and agent on trades. He was an independent broker.

Grain stocks in Duluth-Superior elevators are reported to have decreased 1,851,000 bushels during the week ending November 23, and additional shipments of 1,000,000 bushels were made by the opening of the following week.

It is believed that 8,000,000 to 9,000,000 bushels of wheat will be held in winter storage at Port Colborne this season. The elevator capacity there, including the new Maple Leaf house, now totals



5,500,000 bushels. The remainder of the grain will be in boats. Altogether, about 25 vessels are expected to spend the winter in Port Colborne, the largest number ever to lay up at one time.

All previous records were broken for the number of appeals handled by officers of the federal grain supervision during the year ending June 30, 1929, a recent government report says. Federal certificates on 84,135 lots of grain were issued.

All resolutions regarding the seeking of legislation to compel farmers in Saskatchewan to market their wheat through the wheat pool were tabled until the meeting in June of next year by delegates to the annual meeting held in Regina last month.

The Salina Board of Trade has moved into new quarters on the top floor of the United Life Building, Salina's first 10-story office building. New nickel-plated equipment has been added at a cost of about \$2,500 to the laboratory on the ninth floor.

A board of managers consisting of C. E. Huff of Salina, Kan., J. Manley, Enid, Okla., and J. J. Knight of Kansas City, Mo., has been elected to preside over the destinies of the Farmers National Grain Corporation. President S. J. Cottingham has announced.

The nominating committee of the St. Louis Merchants Exchange has placed the following names in nomination for officers and directors of the exchange for the ensuing year, seven names being placed in nomination for director, four to be elected: For president, H. F. Beckman; first vice-president, W. T. Brooking; second vice-president, H. H. Langenburg. For directors: A. H. Beardsley, W. J. Edwards, P. C. Knowlton, M. Q. Tanner, W. H. Toberman, M. A. Wilkins, and C. H. Williamson.

Hans Aabel, for nine years supervisor of grain for the Globe Grain & Milling Company, has resigned to accept a position as associate warehouse examiner under the economics division, United States Department of Agriculture, with headquarters in Dallas, Texas.

A plan to organize all of the co-operative elevators in Nebraska for the purpose of marketing grain through the terminals was outlined to managers and boards of directors of the co-operative elevators of Hamilton County by H. Negley, state field man of the Farmers Union.

The Townsend-Ward Company of Buffalo, N. Y., grain merchant, has announced a merger with the Kellogg Grain & Elevator Corporation, one of the oldest elevator enterprises in Buffalo, to conduct a general grain business. The capacity of the company's elevator is 1,200,000 bushels.

The last days of November on the Great Lakes were perilous ones for navigators. Subzero weather, accompanied by high winds, forced most of the boats on Lake Superior to seek shelter in various protected places. The Soo Canal is expected to be closed after December 15.

The annual report of the Manitoba Wheat Pool presented last month to stockholders shows that the pool is operating 155 elevators. The pool handled 25,000,000 bushels of grain last year, about 45 per cent of the 1928 crop in Manitoba. The membership is now 20,872, an increase in a year of 2,244.

In its October report the Canadian Board of Grain Commissioners stated that two complete cargoes of No. 1 Hard Spring wheat had been loaded already this season. This is something that has not occurred for several years, owing to the scarcity of No. 1 quality, the highest grade of Canadian Spring wheat.

In commenting on the rye situation, Mr. Blodgett, well-known rye miller of Wisconsin, says: "Trading in rye flour has been absolutely paralyzed by the inflated price of December rye, the congestion in which has now extended to the March. Fictitious as are current prices, still they fix the value of all rye available for December shipment. No one can afford to purchase either the grain or the flour except for immediate use."

An appeal to the Federal Farm Board that the

organized grain trade of the Northwest be given representation at their conferences on grain marketing and that the independent farmers and farmers' elevators not affiliated with the wheat pools or other co-operative groups be allowed to borrow money from the farm board's \$100,000,000 Government fund was made by the Minneapolis Grain Commission Merchants Association.

Prediction that Minnesota grain growers will be fully organized by next year and that 1930 wheat prices will be well stabilized as a result of federal farm board initiative was made at a meeting in Minneapolis as Northwest grain co-operatives laid their plans for a great grain marketing organization recently.

Growing Winter wheat in the St. Louis region is in almost perfect condition. Stands are good and pre-winter growth excellent. There had been no cold weather so far this season up to late November. The acreage in Missouri exceeds earlier expectations, but in Illinois it is somewhat smaller than a year ago.

The 1929 lake-and-rail season has closed at Minneapolis as far as further shipments are concerned. The carriers shut off acceptance at point of origin November 23 for shipment via Duluth, and November 25 via Chicago-Milwaukee. The last vessels cleared from western lake ports at midnight, November 30.

A large silver trophy was awarded Iowa State College of Ames, Iowa, for winning first place in the initial intercollegiate grain judging contest ever held during the American Royal Livestock Show in Kansas City, Mo. The contest was sponsored by the Kansas City Board of Trade and Chamber of Commerce.

The usual amount of changes in registrations during the month occurred on the Chicago Board of Trade, George P. Harbison, William G. Harsin, H. Treynor Ray, Ralph L. Phalen and Joseph W. Danforth all signing for new firms. Mr. Harsin is the only one of the group who was previously registered as an independent.

At a meeting of the St. Louis Grain Club, held in the Statler Hotel on December 10, George F. Kelly was elected president, Ward A. Brown was chosen vice-president and Willer Christian was made secretary. The executive committee, selected at that time, is comprised of Thomas Coffy, Allie Schwartz, Logan Baxter, Charles A. Wilson and Charles Dreyer.

R. L. Burel of Enid, Okla., has been appointed chief accountant for the Farmers National Grain Corporation. S. J. Cottingham, president, also announced that W. L. Stahl of Indianapolis, Ind., has been made director of publicity.

An interesting item coming from Toronto says that only 320,080 bushels of United States wheat has been inspected at Canadian ports for export this year compared with 5,765,135 bushels in the same month last year. In October inspections of Ontario Winter wheat amounted to 58,000 bushels against 11,000 in the same month last year. During the three months ending with October inspections were 159,000 bushels.

J. J. Kraetti, president of the Kansas City Board of Trade, at the regular meeting of the directors appointed the committee who will nominate officers for the coming year. Nominations include the offices of president, second vice-president, six directors and an arbitration committee of five members. The incumbent second vice-president, under the rules of the exchange, automatically becomes first vice-president for the ensuing year. The election will be held January 7.

## PARASITES AND GASES FIGHT GRAIN-HAY-BEAN PESTS

Progress in both control of and research work on the major insect pests prevalent in the United States is indicated in the annual report of Dr. C. L. Marlatt, Chief of the Bureau of Entomology, United States Department of Agriculture.

Commercial damage to the corn crop resulting

from the work of the European corn borer remains small or almost negligible, although this pest has continued to spread in the Great Lakes area at about the usual rate. In Ohio and Indiana this movement was apparently less extensive in 1928 than in the previous year. More than a million additional parasites, comprising nine species, were liberated.

The alfalfa weevil continues slowly to spread toward the Mississippi Basin and is now firmly established in western Nebraska. It seems inevitable that this pest will eventually make its way into all the principal alfalfa-growing regions of the West.

It was found that the lethal effect of the combination of certain gases upon insects attacking grain and store products is far greater than the effect of either one used alone. For treating foodstuffs, ethylene oxide, a new fumigant developed by the Bureau of Entomology and the Bureau of Chemistry and Soils, has proved to be the best and safest gas now available. It is non-injurious to foodstuffs, leaves no odor or poisonous residue, and is very effective in killing insects.

The addition to the territory occupied by the Mexican bean beetle occurring in the season of 1928 is probably of more importance than that of any previous year since the discovery of this insect in the eastern part of the United States. The beetle is now known to occur along the Atlantic seaboard from northern North Carolina to northern New Jersey. Six counties in southern New York have become invaded and two in Michigan. Increased interest on the part of growers has led to wider use of control measures than ever before.

## GROUP ELEVATORS URGED

Operating more than one plant is an economical and effective practice for farmer-owned elevators in Ohio, B. A. Wallace, extension specialist in marketing, for the Ohio State university, has discovered that such elevator companies, running two or more plants, operate at a lower expense per dollar of sales, than any other group of elevators except those which have sales exceeding \$225,000 a year.

Wallace grouped the elevators according to their volume of sales, finding that the greater expense ratio applied to the elevators with the smaller volume of sales. In three such groups the expense, expressed in a percentage of sales, ranged from 10.8 per cent to 8.2 per cent. Elevators with two or more plants operated at an expense of 7.45 per cent of their sales, and the companies with sales totaling more than \$225,000, at an expense of approximately 6.1 per cent.

"Every year sees an increasing number of farmers' elevator companies in Ohio opening branch plants. There have been three additions to the list this year," says Wallace. "The obvious advantage of this practice is a larger volume of business under one management. The practice also sometimes reduces local competition and consolidates territory. These advantages are responsible for the greater economy of operation where more than one point is served by a single company's plants."

When the multiple-plant companies are compared with the entire list of farmer-owned elevators in the state, the economy in management is again apparent, according to Wallace's figures. He finds 64 individual elevators with an average volume of \$89,062 in 1929, handling their business at an average expense of 9.63 per cent of their sales. Twelve companies which, among them, operate 29 different plants, had an average sales volume of \$91,618 in 1928, which they handled at a cost of only 8.551 per cent, or one-ninth less than the cost to the individual companies.

## LAWYER LEAVES FARM BOARD

G. E. Farrand, attorney of Los Angeles, Calif., who has been serving the Federal Farm Board as general legal counsel, has retired to private practice. Stanley Reed, of Ashland, Ky., will take his place.



# Terminal Elevator Space Found Adequate for Normal Need

Storage Congestion Seen as Low Price Factor Only in Connection With Abnormal Supplies of Wheat

**C**ONGESTION of grain elevators at terminal markets, because of large carryover of old wheat and heavy early marketing of the new crop, was largely responsible for the disparity which existed between the wheat prices at terminal markets in Canada and at terminal markets in the United States from the middle of July to the first of October, says the report issued by the Bureau of Agricultural Economics, United States Department of Agriculture, upon a special investigation of the situation made by the bureau at the request of the Federal Farm Board.

However, in concluding their report, the Government investigators cleared terminal market operators of blame by this assertion:

"The inadequacy of the present terminal storage to meet this year's needs should not be taken to indicate that a general program of building more terminal grain storage space should be entered upon. The carryover of grain from the past year has been the largest ever known and has created a very unusual situation. It is not likely that so much elevator space will be needed again for many years and any great increases in elevator space is likely to result in large operating losses for elevators during coming years. Much new capacity has already been added or is now being added, and while it may be advisable to build even more elevator space at certain points, each project should be considered with utmost care. Otherwise, builders of new elevator space may find themselves with elevators ready to store grain but with insufficient grain to operate at a profit."

"The congestion at terminal markets probably cost producers in the United States, who sold their wheat during the period from the middle of July to the first of October, on the average about 10 cents per bushel," the bureau says. "Stocks of wheat in the channels of trade have been so large that it has been a serious problem to find storage space for current receipts at the terminal markets. However, the congestion of terminals now appears to have passed its peak."

"At the outset of the season total stocks of wheat in the United States were the largest on record. The greater part of these stocks were in elevators of the grain trade and the milling industry. The visible supply of wheat as of June 29, 1929, amounted to 116,000,000 bushels, compared with 53,000,000 the year before, and an average of 29,000,000 bushels in the five preceding years. The largest previous visible supply as of the first of July occurred in 1893 when 62,000,000 bushels were in store. Although stocks of other grains were relatively small, the combined visible supply of the five principal grains was the largest that ever existed at the beginning of July, being 152,000,000 bushels compared with the previous record of 102,000,000 in 1926."

"There was a rather heavy movement of old wheat to terminals just before the movement of the new crop started; and this was followed by an early and heavy movement of the new crop. These heavy receipts, combined with the large stocks which the terminal elevators already had, soon resulted in a serious congestion of terminal elevator facilities."

"Had there been an active export demand this congestion might have been relieved almost immediately, but such a demand was lacking. In most years, especially in those when there is the prospect of a relatively short world crop of wheat, the bulk of the surplus supplies of the United States moves rapidly into export early in the season. Ordinarily exports are well under way by August and reach a peak by September. This year, despite the very large exportable surplus, August and September exports of the United States were only half again as large as those of July and were much

smaller than even the average exports for these months of the six preceding years. Three factors were of special importance in causing the slowness of export demand. They were the large size of the European wheat crop, the favorable weather conditions under which it was harvested, and the exceptionally heavy and long continued exports from the Southern Hemisphere, especially from Argentina due to last winter's very large crop.

"Prices of cash wheat in the United States went to a discount as compared with the current futures before the terminal market storage space was filled to its working capacity. At Kansas City, No. 2 Hard Winter wheat was selling below the July future as early as the second week of July, while elevators were not filled until well into August. At Minneapolis, No. 1 Northern Spring began to be at a marked discount as compared with futures by the second week of August, before the new crop movement of the Spring wheat states got well under way, and before terminal storage space had filled up to any appreciable extent beyond the lowest levels which were reached at the close of July. These facts indicate that the shortage of space was anticipated by buyers before the terminals had actually become congested. The prospective shortage of storage space resulted in an unusually high carrying charge or 'price for storage' developing prior to the actual shortage in much the same way that a prospective shortage in the world's supply of wheat may result in high prices while an abundance of grain is still available."

"Because of the depression of cash prices relative to futures, country elevators in the Spring wheat region were unable to receive as much grain as usual for storage. These elevators commonly follow the practice of receiving grain 'for storage' at times when their available storage space is completely filled, or when for other reasons they can not store the actual grain. This is done by shipping and selling the grain, meanwhile hedging their sales by buying futures in equivalent amounts. With cash wheat at a discount, such a practice would result in heavy losses to elevators; therefore the only safe practice they could follow was to refuse grain 'for storage' once their actual storage space was filled to capacity."

"The congestion of storage space at the terminal markets appears to have been a major cause for prices of wheat in Canada being higher than prices of like qualities of wheat in the United States. At country points along the Canadian border there have been two factors of importance. On the one hand, freight rates from points in North Dakota

and Montana to Minneapolis and Duluth are considerably higher than freight rates from points just across the border to Fort William and Port Arthur. On the other hand, prices of wheat at Minneapolis and Duluth, from about the middle of July until the end of October, were lower than prices of similar wheat at Winnipeg (basis Fort William and Port Arthur). This latter condition is an unusual situation and appears to have been due primarily to the shortage of grain storage space in the United States.

"Prices were lower at Minneapolis and Duluth than at Winnipeg, primarily because of the greater seriousness of the storage situation in the United States. Although both countries had a large carryover at terminal markets, the new crop of Canada was small whereas that of the United States was large. As a result, Canada, though having a temporary congestion of certain terminals, really had ample storage space for the new crop."

"The lower prices at the United States terminal were also due in part to other factors. Early in the season the lower prices of the United States were due to the earlier movement of the crop and consequent earlier effect of the crop movement upon prices. Furthermore, in Canada cash wheat was not pressed for sale as it was in the United States. In the case of about half of the Canadian crop, this was because it was being marketed by the wheat pool, and hence it was not sold as it arrived at the terminals. In case of the portion of the Canadian crop which was sold at the terminals, there was no tendency to force the sale of grain on track, because the railways do not charge demurrage on cars which can not be unloaded. In the United States, on the other hand, demurrage is charged for grain held on track and this forced its sale at prices below the basis of the current future. With cash prices below near futures in the United States, this tended to lower futures in the United States, whereas in Canada there was no cash discount to help to drive down the futures prices."

"Although there has not yet been any marked increase of exports of grain, the congestion of terminals appears to have passed its peak. Mill grindings and the small quantity of wheat constantly being worked for export now appear to be equal to or slightly in excess of current receipts—receipts having fallen markedly during the past six weeks. Furthermore, there are indications that the export demand for United States grain is now increasing."

"A striking feature of the present situation is that there is no more domestic wheat in the United States than there was a year ago. Although there is more wheat in the visible supply, there is less on farms, so country marketings during the remainder of the season will be much less than they were in the corresponding period of last year. In view of the prospect of an export demand during the remainder of the season considerably in excess of that of last year, the prospect is for a carryover into July 1930 much smaller than the carryover into July of this year."

## Hints for the Elevator Millwright

In Which the Versatile Mr. Davis Explains Several Elevator Terms Including Various Types of Splices

By JAMES F. HOBART

**W**HEN Big Bill Davis received a telephone call from millwright Harvey Tileston asking him to come over to his elevator and aid in preparations to frame an addition for it, he put business before pleasure enough to postpone his intended fishing trip and comply with the millwright's request.

"Just look at this" said the millwright, when Mr. Davis arrived, unrolling a large blue print. "Every spliced timber in this job is expected to be put together with a heel and toe splice. Here is a detail of one. This 8 by 8 timber has a lap splice in it, 24 inches long, but each end of the laps carry a projecting end two inches long and thick so that in the 'heel' of each piece of lapped timber, I must bear a mortise two inches wide and deep

and eight inches long, and on the toe of each lap piece I must frame a 2 by 2 inch tenon, eight inches wide, to fit one of the two-inch mortises. Perhaps it would be more correct to call these 2 by 2 inch cuts gains, instead of mortises. In any case, what is the need of all this extra mortising and tenoning? Will the timber splice be any stronger for having those dinky 'two-two' mortises and tenons on them?"

"The timber, Mr. Tileston, will not be one bit stronger for having that 'ginger-bread work' of little mortises and tenon built into the splice. All that extra work does is to hold the timber together while it is being put into place in the new frame work. It is like this: With an ordinary plain lap, the weight of the timber if the lap was pinned,



would probably pull the lap apart while the timber was being raised into place, but, with the heel and toe mortises and with a few pins driven through the lap, or with a key cut into it, the timber cannot fall apart or be pulled apart at the splice, by its own weight, while the timber is being handled into place. But no strength is added by the extra mortise and tenon work. Indeed, a lap with a couple of stout bolts through it will answer the same purpose as the heel and toe business, with less than half the work required to make the splice."

"I don't mind a little extra work if it gives me a stronger splice", said the millwright. "If the heel and toe splice is the strongest, then let's make that kind."

"The ultimate strength of the heel and toe splice," said Big Bill, "is just about 50 per cent of the strength of the solid timber; that is, when the load is applied to a timber acting as a beam when used as a sill or as a post, one form of splice is as strong as another, provided, in a post, that the ends of the lap are cut square and fit accurately in the seats of their respective ends."

"This means that no spliced timber will have more than one-half its original strength to act as a beam. The heel and toe splice, on account of the holding capacity of the little two-inch tenons, will show a little greater stiffness under partial loads, because the tenons stiffen the splice to the extent of the holding power of the timber against splitting. But, when breaking stress comes on, the heel and toe splice will be found no stronger than the plain lap splice, for the timber has only one-half its sectional strength at the splice because the timber has been cut half off in making each splice lap."

"But is it not possible to obtain full strength of a spliced timber by bolting a shorter timber lengthwise along the splice?" the millwright inquired.

"Yes, the splice may be made stronger in that way. But even then, the 50 per cent of strength still holds good. It is this way. Suppose a 10-foot timber is sawed in half and both pieces are spliced together again by bolting them to another 10-foot timber of equal size. Now, the spliced timber certainly has 100 per cent of its original strength, but we have used two timbers to obtain that strength. Therefore, the splice has only 50 per cent of the strength of the two timbers used in making the splice. This illustration, Mr. Tileston, shows that the patch method of making splices is a good and strong one, when it can be used. But in many places, patches cannot be used as they are unsightly and often in the way."

"To make a patch splice," continued Big Bill, "lap the timbers or simply butt them together end wise, then spike pieces of two-inch plank to the sides of the timber and to the other cover-planks. The longer the pieces of planks and the more spikes used, the stronger will be the resulting timber splice."

"Say, Mr. Davis, if a splice is made by scarfing both ends of the timbers and then bolting the scarfed ends together, wouldn't the resulting splice show more than 50 per cent of the solid timber strength?" asked the millwright.

"No, Mr. Tileston," replied the veteran Mr. Davis. "There would be no more strength in such a splice because in the middle of that splice there would be only 50 per cent of timber section. If, however, it were possible to scarf the timber ends to a perfect fin and then glue them perfectly to each other, nearly 100 per cent of splice strength would be obtained, provided that the glue used proved as strong as the wood."

"This kind of framing looks mighty queer to me, Mr. Davis," said the millwright after he had looked over the plans awhile. "There are hardly any mortises in the frame; whenever there is a chance, instead of joining one timber to another by means of a mortise and tenon, they bolted the two timbers together! Say! What kind of framing do you call that?"

"That is the lap-and-dap system", replied Mr. Davis. "The timbers are not weakened by many mortises and as for a tenon, nothing could be much

weaker to begin with and there is nothing to hold the two timbers tightly together, save the draft of a one-inch hardwood pin driven through the tenon and the sides of the mortise. With the lap-and-dap method there are bolts which can be tightened when the joint becomes loose by shrinkage of the timbers by seasoning, or in very dry weather. Instead of a mortise and tenon, you will see that one or both the timbers are notched upon or against each other from a quarter to a half inch each and this locking together of the two timbers enables the bolts to hold them in a most secure manner, far better than can possibly be done by the old time mortise and tenon."

## TYPES OF BRACES

"There is some mighty queer bracing here, too," said the millwright. "What is a 'bastard' brace anyway?"

"A 'bastard' brace—and that is a very poor name for it"—said Big Bill, "is one which extends further along one timber than it does along the other timber. Such braces should be called unequal rub braces and I believe, Mr. Tileston, you will find them so named on your steel square, if you will look at the brace-run column of figures. If a brace can extend only 20 inches along one timber, and 24 to 30 inches along the other timber, that brace has an unequal run and the drawing calls it a 'bastard'."

"The barefoot brace," he continued, "is put in place without any tenons and when the ends of the braces are dapped instead of mortised and well nailed or spiked, the holding power of the brace is greater than if it were mortised and pinned. The duplex brace is not used much on this job. I see only a very few of them indicated. A duplex brace is made in two parts usually of wood 1½ inches thick and four inches wide. The two pieces are cut with ends mitered of such lengths that when laid together and well nailed, one piece forms the tenons, and the other piece, the shoulders of the brace, thus avoiding a lot of tedious cutting to fit the triangular tenons of the braces."

"What are you doing with that steel square?" asked Mr. Davis as the millwright placed the square in half a dozen positions upon various portions of a timber making a pencil mark along the square tongue in each of the different positions in which the square had been placed.

"Why, I'm laying out the mortises and tenons, such as there are," said the millwright as he placed his steel square in another position and juggled the tongue until it was fair with a cross mark already made on an adjacent side of the timber. Having laboriously struck around the timber at each end of a mortise-to-be, the millwright proceeded to place the two-inch blade of the square, exactly two inches from the edge of the timber, then pencilled along each side of the blade, the side lines of the desired 2 by 7 inch mortise.

"That method of laying-out is too slow and tedious," said Mr. Davis, and asking the millwright to go to the carpenter's bench, he showed him how to square up and nail together two pieces of ¾-inch board about eight inches long, for laying out two-inch mortises in 8 by 8-inch timber. After the pieces had been nailed together squarely, the ends were sawed and planed square and smooth and eight inches long. Then one of the pieces was sawed and planed to project two inches, while the other bit of board was made to project four inches from the two-inch piece. When this tool had been completed, Mr. Davis applied it to one side of a timber, where a mortise was laid out, drew his pencil along the narrow strip, then reversed the pattern, drew the pencil along the wider piece and across both ends, thus marking the four sides of the mortise with two placings of the pattern. If it had been necessary to make a similar mortise on the opposite side of the timber, a line could have been squared across and then the pattern operations repeated on the opposite side of the timber and fair with the struck across line, after making sure that the right end of the pattern had been brought to the struck-across line. Mr. Davis also showed the millwright how to make patterns for laying out tenons with a single placing of the

pattern on each side of the timber and also how to use the tenon pattern for striking across the timber.

"You will have to look out," cautioned Big Bill Davis. "This timber was sawed from logs in your local mill and the timber has never been sized. Therefore, some of it is over-size while some sticks and some parts of over-size timbers will be found scant in measurement. When timber has been passed through a sizing machine and squared as well as brought to exact size, then you can frame all around a timber with those little patterns and the work will go together properly. But, it is different with rough timber and you must treat each timber separately. Pick out one size suitable for the face or work side and make all measurements from that side. Then, where mortises and daps are to be made, you must size off the excess thickness so the frame can go together properly. Also allow for undersize sticks and cut tenons and pieces accordingly. Don't forget that you must frame mortises and tenons in line where the timber is sized a bit, using a pair of winding strips for this purpose. Place a strip crosswise across each end of a timber and then work down the tenons until both winding strips will squint into line when crosswise of the tenons, or across a couple of mortises at some distance from each other in the same stick of timber. Watch out in this way," concluded Mr. Davis, "and you can do a good framing job with rough timber."

## KUHRT HEADS CO-OPERATIVE GRAIN MARKETING SECTION

The Federal Farm Board has made several appointments during the past 30 days in the division of co-operative marketing which was transferred this fall from the jurisdiction of the Federal Department of Agriculture to that of the farm board. Among the appointments was that of William J. Kuhrt as marketing expert in charge of the grain section of the division of co-operative marketing.

Mr. Kuhrt is a native of New York, and is a graduate of Cornell University, and the University of Minnesota.

In 1923, he was appointed to the co-operative division, and since 1924 has been engaged in study of the organization and marketing problems of farmer-owned elevators in the Northwest.

## ELEVATOR CLEAN-UP CONTEST CLOSES NEXT MAY

To stimulate the maintenance of clean, orderly plants, the Goodrich Bros. Company, Winchester, Ind., has announced to the managers of its 25 elevators that a cash prize will be awarded next May to the one whose property is cleanest. Insurance field men will be the judges; \$25 is the award offered.

When the inspections are made, factors bearing on the following subjects will be looked for: Control of fire hazards, economical operating conditions, displays of sidelines and proper maintenance of property to minimize depreciation. Elevator managers have been supplied with copies of the scoring sheets, listing about 60 points, in order to aid them in self-inspection.

## OHIO GRAIN BELOW AVERAGE

The corn and wheat crops this year were each 10 per cent below the five-year average for Ohio, according to J. I. Falconer, of the Ohio Agricultural Experiment Station. For all crops the year 1929 was much more satisfactory to Ohio farmers than either of the two preceding years. The composite yield of all Ohio crops for 1929 was 99.4 per cent of the 10-year average, while that of the United States as a whole was 97.4 per cent.

The Ohio hay crop was 15 per cent above the five-year average, according to Dr. Falconer's estimates. Clover seed, which has averaged 1.1 bushels per acre for the last 10 years, is reported as yielding 1.6 bushels this year.



# NEWS LETTERS

## BUFFALO

ELMER M. HILL CORRESPONDENT

WITH the arrival of a few stragglers during the closing days of the 1929 season of navigation on the Great Lakes, there will be at least 90 grain carriers holding winter storage cargoes behind the Buffalo breakwater and at berths along the Buffalo River and Blackwell Ship Canal. These ships are holding approximately 30,000,000 bushels of grain and there are about 20,000,000 bushels stored in elevators, bringing the visible supply of grain in storage and afloat at Buffalo on December 9 up to more than 50,000,000 bushels.

Official figures announced by the Buffalo Corn Exchange show that grain afloat in the harbor December 9 totaled 29,019,944 bushels and the total grain in the port aggregates 53,576,345 bushels. Canadian wheat afloat leads American wheat by almost 3,000,000 bushels, the figures being 11,927,000 bushels of American wheat and 14,634,040 bushels of Canadian wheat. There also was afloat 160,000 bushels of American corn; 383,449 bushels of American oats; 566,392 bushels of American barley and 1,071,263 bushels of Canadian barley and 232,500 bushels of American rye. Grain in elevator storage includes 9,290,712 bushels of American wheat and 8,532,453 bushels of Canadian wheat; 794,530 bushels of American corn; 3,173,981 bushels of American oats and 253,767 bushels of Canadian oats; 594,414 bushels of American barley and 1,271,900 bushels of Canadian barley; 381,304 bushels of American rye and 263,340 bushels of Canadian rye.

E. A. Schwab, who for the last 24 years has been a prominent factor in the grain business in Buffalo, operating under the name of the Schwab Grain Company, discontinued operations early this month and now is associated with the Basil Burns Grain Company, in the Chamber of Commerce Building.

Eastbound grain shipments through the Soo canals last month were less than a third of the volume for the corresponding period of last year. Official figures released by the Government indicate only 35,391,574 bushels of wheat passed Sault Ste. Marie on its way down the Great Lakes in November as compared with 108,472,747 bushels in November 1928. Other grains passing the Soo last month totaled 6,125,888 bushels as compared with 29,244,329 bushels in November 1928. It was expected that the December shipments through the Soo canals would not exceed 6,000,000.

Spencer, Kellogg & Sons, Inc., operating grain elevators at Buffalo, earned \$2.55 per share on the 510,137 shares of common stock outstanding during the fiscal year ending September 28, it was reported by the company. Net profits for the year, after depreciation, interest and Federal taxes amounted to \$1,297,730. For the previous fiscal year the company earned \$1,794,194 or \$3.59 per share. Howard Kellogg, president of the company, in a letter to stockholders said the outlook for 1930 is exceedingly bright and the company looks for better results in net earnings. The book value of the stock was stated to be \$30.95 a share. Current assets are \$17.95 per share without considering investments in foreign subsidiaries and other investments.

James L. Wickstead, treasurer of Spencer, Kellogg & Sons, Inc., elevator operators at Buffalo, has been elected a director of the corporation. Other directors elected at the annual meeting were Howard Kellogg, James H. Matthews, Donald Kellogg and Frank C. Trubee, Jr. William M. Evarts has been elected assistant secretary and assistant treasurer.

Grain shipments from Buffalo through the New York State Barge Canal during the past season were 27,037,000 bushels as compared with 46,523,000 bushels for the corresponding period of 1928. A sharp decline in wheat shipping from 31,000,000

bushels in 1928 to 19,785,000 bushels in 1929, was largely responsible for the decline. Barley, in contrast, increased from 4,000,000 bushels in 1928 to 6,803,000 bushels this season. There also was a sharp decline in the movement of rye eastbound over the New York State Barge Canal, shipments declining from 1,500,000 bushels in 1928 to only 333,000 bushels in 1929.

There was a marked slump in the movement of grain down the Great Lakes to eastern ports during the 1929 season of navigation which now has been brought to a close. Stocks of grain in store at Fort William and Port Arthur early this month aggregated almost 70,000,000 bushels of which about 55,000,000 bushels were wheat as against 39,000,000 bushels last year; 12,000,000 bushels of barley as compared with 6,000,000 last year and a corresponding increase in oats, flaxseed and rye.

Neil D. Callanan, formerly of Callanan Brothers, grain dealers in the Chamber of Commerce Building, has been appointed to the business extension



NEIL D. CALLANAN

department of the Manufacturers & Traders Trust Company of Buffalo in charge of publicity. Mr. Callanan is well known in grain and elevator circles in Buffalo. He is 33 years old and lives at 231 Anderson Place.

## DULUTH

S. J. SCHULTE CORRESPONDENT

THE president of the Duluth Commission Merchants Association has given emphatic denial to a recent charge by Alexander Legge, chairman of the Federal Farm Board, that there is a determined effort on the part of commission men to sew up elevator companies for long term contracts.

In a further statement he said: "The grain trade as a whole, and of the Northwest in particular, is heartily in favor of any movement that will bring prosperity to agriculture and most decidedly does not want to appear in the light of fighting this movement. However, it does most strenuously object to the many misleading and sometimes false statements that are being circulated and given, in some cases, quite a bit of publicity as to the present most efficient method of handling grain and as to the grain man's attitude to the proposed new methods.

"It would appear that the farm board itself does not appreciate the efficiency of the present grain marketing system, and not having a trained grain man on the board, they have not the information at hand nor will they seek it where it could be correctly obtained. The present method of handling grain by the exchanges is the result of a gradual growth of 70 or 80 years during which inefficiencies and high cost methods have been eliminated until today grain is handled on the smallest margin of profit from the producer to the consumer of any commodity grown or manufactured. If improvements in their methods could be made they would have been made. Competition which has been so keen in the grain trade would have brought them about as their goodly qualities became apparent or other methods would have superseded the present ones were they practical and to the benefit of the grower."

The close of the past grain shipping season lacked the activity that has ordinarily prevailed in the loading out of the final cargoes of grain for the season. Late shipments included a cargo of 455,000 bushels of Spring wheat from the Occident Elevator, Duluth, for its Buffalo milling connection; 375,000 bushels of Spring wheat for storage here; 93,000 bushels of flax from the Cargill Elevator at Superior; and a lot of 500,000 bushels of oats to be held afloat at Duluth. Another cargo of wheat loaded several weeks ago is also being held afloat here. Duluth shippers had planned to load out a few more cars of grain before navigation closed December 12, but zero temperatures and stormy weather conditions down the lakes imposed a bar against grain shipments after December 5. For the last cargo of 455,000 bushels shipped to Buffalo a vessel rate of 3½ cents was paid.

The belief generally held is that commission houses on this market will continue to retain a good proportion of their old customers in spite of the co-operative lure being prompted by the Federal grain marketing organization. Members of the grain exchange here have served notice upon the co-operative organization's heads that they do not propose to calmly lie down and permit trade that has been built up through a series of years to slip away from them. Given a normal crop and marketing season in 1930, the regular commission men hope to be in position to demonstrate that their marketing methods will bring better returns in the long run than the farmers' wheat pools even with the aid of cheap money to effect loans from governmental appropriations.

William Grettum has been made manager of the Duluth office of H. L. Hankinson & Co. He has had a lengthy experience as a trader on this market and is credited with holding wide North Dakota connections among farmers and interior elevator organizations.

F. E. Lindahl, of the Cargill Commission Company, was credited with putting through some substantial trades in rye on this market during the last month. The Barnes-Ames Company, the Hallett & Carey Company, and the Van Dusen Harrington Company were substantial operators in Durum during the closing period of the lake navigation season. The Itasca Elevator Company was adjudged to have set the pace in the barley market from day to day. Barley futures covered a wider range than in some time back.

Stocks of grain in the head of the lakes elevators at the close of the lake navigation season were apportioned as follows: Great Northern, Superior, 4,422,612 bushels; Globe, Nos. 1, 2 and 3, 3,255,888; Capitol, No. 6, 1,251,350; Consolidated, C, 775,028; Consolidated, E and F, 1,081,880; Consolidated, D and G, 2,786,097; Consolidated, H and I, 1,448,302; P. V. Terminal, 2,061,860; Occident, 1,072,304; Capitol, No. 4, 7,554; Great Northern, X, 986,828; Cargill, K and L, 1,008,819; Cargill, M and N, 476,463.

R. M. White, of the White Grain Company, expressed himself as satisfied with the steadily growing demand from the dairying interests for feeds from over a widening territory. That, he intimated, had been demonstrated in the larger shipments of those products going out from here this season to



more distant points. The market is straight hays and alfalfas has also been on the upgrade with fair shipments going to woods operators over northern Minnesota.

\* \* \*

The storage capacity of the elevators here is approximately 43,950,000 bushels but it will be increased to nearly 49,000,000 bushels with the completion of additions to the Great Northern and Itasca elevator plants. Interests on this market consider that the trade is giving evidence of confidence in going ahead with elevator extensions now underway in view of the appearance of the Federal grain board as a marketing factor.

\* \* \*

It is the intention of the Farmers National Grain Corporation to erect a grain elevator and storage tanks at Superior, according to announcement made to the Superior Association of Commerce. Three sites for the structure are under consideration, and it has been intimated that a start will be made upon the building of the plant this winter. No announcement has as yet been made regarding the storage capacity of the plant.

\* \* \*

Dealers on this market feel that the run of prices in the near future depends mainly upon the final outcome of the Argentine wheat crop, and they are sitting tight accordingly under the supposition that competition from that quarter of the European markets is almost certain to be lighter next spring and summer, and that it may be possible to work off a good proportion of the grain carried over at the close of navigation. An indication as to that was afforded during the first week of this month in the sale for export of a round-tonnage of Durum wheat shipped from Duluth and held at a Georgian Bay port. Bids were made at the time for more than double the quantity sold but holders turned them down as they are looking for a higher level of prices before the opening of the spring shipping season.



MUCH favorable comment was expressed on the Merchants Exchange floor on December 4, at a press item stating that the position as manager of the Farmers National Grain Corporation had been extended to E. M. Flesh, a prominent St. Louisian and at one time very prominent in the grain business in this market. Mr. Flesh is generally well liked here, having been a war-time official of the United States Grain Corporation, under Herbert Hoover.

\* \* \*

The nominating committee of the St. Louis Merchants Exchange to select officers for the ensuing year is as follows: Samuel Plant, chairman, O. H. Schwarz, Fred H. Langenburg, S. L. Fisher and M. R. Parrott.

\* \* \*

Mrs. C. P. Burks, mother of John C. Burks, manager of the wheat department of the Langenburg Grain Company, departed this life on December 5 and was buried December 8 at Paris, Mo., their home for many years being at Centralia, Mo.

\* \* \*

Arnold A. Thurneau, president of the A. A. Thurneau Grain & Feed Company was held up in his warehouse and elevator on Saturday, December 7 by three negroes who took the pay roll from him amounting to about \$200. They threatened him with death but he was not injured.

\* \* \*

Adolph Corneli, seedsmen, died suddenly on November 12. He was stricken with a heart attack while driving to his lawyer with an altered will. He pulled his car to the curb and went to the home of a friend nearby where he died. The will was found in his pocket with the changes noted in pencil. His estate is valued at \$250,000 which was willed to his widow, Mrs. Hector Ford Corneli, after deducting a bequest of \$50,000 to his brother William, \$2,000 to his two sisters, \$5,000 to a nephew Philip Corneli and \$2000 each to two relatives. Mr. Corneli was the secretary of the Corneli Seed Company until a short time ago when he retired selling out his interest. He resided on the Olive Street Road, west of the Denney Road in St. Louis County. For many years he was a member of the St. Louis Merchants Exchange and served as a director.

\* \* \*

Frederick Hatteresley, age 83, one of the oldest members of the St. Louis Merchants Exchange, passed away on November 11 at his home at 5865 Enright Avenue. He was active in his business as a flour broker until about a year ago when he suffered a paralytic stroke. Mr. Hatteresley started in the flour business as an errand boy for

the George P. Plant Milling Company. He later became a salesman for this firm and then entered into the brokerage business on his own account. He is survived by his daughter-in-law Mrs. Lelia C. Hatteresley, and a grandson, Robert C. Hatteresley, both of New York City. He was buried in Bellefontaine Cemetery.

\* \* \*

The subject of this sketch is one of the quietest and most unassuming members of the St. Louis Merchants Exchange. Wm. L. Malkemus, president of the Kellogg Huff Commission Company of this city with branch offices in St. Joseph, Mo., is 42 years of age and has been in the grain business all of his business career. He started to work at the age of 16 years old for the Teichmann Commission Company who were prominent dealers at the time, being large handlers of barley and wheat. When Otto Teichmann retired from the grain business to become president of the United States Bank of this city Mr. Malkemus together with W. E. Newman started the firm of Newman & Malkemus in the year 1913. Mr. Newman being also with the Teichmann Commission Company.

In 1918 Mr. Malkemus entered the Government military service being stationed at Camp Rariton, Metuchen, N. J. During his absence the business was conducted by W. E. Newman. On his return from the army W. E. Newman retired, but the firm of Newman & Malkemus was continued for one year being associated with Charles A. Appel and C. J. Gundelfinger. On July 1, 1920 the firm of Kellogg Huff Commission Company was organized with Mr. Malkemus as president which title he holds at this time. Mr. Malkemus has served as a director of the Merchants Exchange and has been



W. L. MALKEMUS

prominent in Merchants Exchange affairs, having been chairman of the Rules Committee and Traffic Committee. He is one of the prominent grain traders on the floor and has sound judgment and business acumen. He is frequently consulted in matters of business and is looked up to as one of the best posted men on grain rules. He is astute in his judgment, quiet and unassuming but when his opinion is asked he does not fail to render a prompt decision.

Mr. Malkemus married and has one child, a son now four years of age. He is socially inclined and is very fond of bridge and frequently indulges in the all-American game of penny-anti. He is a past-master of Algabil Lodge, No. 544 A. F. & A. M. and is now one of the trustees of the lodge. A bright future is ahead of Mr. Malkemus in a business way.

\* \* \*

George J. Aff, president of the F. W. Clemons Feed Company of this city and a prominent member of the Merchants Exchange, was seriously injured on November 28 by getting between two trucks, one of which was stuck in the mud. He is reported to now be out of danger and it is hoped that he will be soon with us.

\* \* \*

It was noted with some interest that on November 19 the C. B. & Q. Railroad Company did not bring in any grain on either side of the river. This is very exceptional as the Burlington is one of the largest grain carriers to this market.

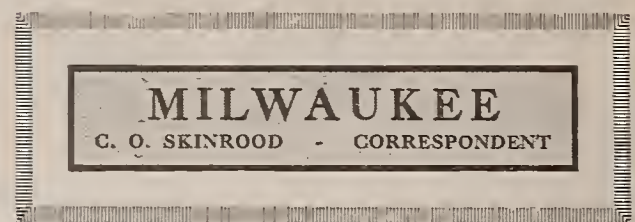
\* \* \*

A. T. Sindel of Kansas City has been appointed Assistant Traffic Commissioner of the St. Louis Merchants Exchange replacing A. E. Bazan who accepted an offer in Kansas City.

\* \* \*

On November 25 C. B. Rader, secretary of the St. Louis Merchants Exchange appeared before Postmaster General Brown at Washington relative to the Transcontinental Mail from New York to the coast to route via St. Louis and the Southwest. It is stated that the post office authorities are looking

ou this matter very favorably and it is hoped that the efforts of the exchange and other business interests will be successful in their endeavor to have the transcontinental mail routed via St. Louis.



THE grain trade at Milwaukee for the first week of December is picking up in a most satisfactory way after a dull month in November according to Secretary Harry A. Plumb.

Prospects are for an excellent run of corn this season. For the first week of December the supply of corn received at the Milwaukee market was 678,000 bushels as compared with a supply of 844,000 bushels for the first week of December of last year. For the first week of December, the supply of wheat received here was 9,000 bushels, the supply of oats was 67,000 bushels, the volume of barley was 229,000 bushels and the offerings of rye 10,000 bushels. These figures indicate that corn is going to be the chief source of grain trade in December with a total which will run up into the millions of bushels and which will probably equal all of the other grains combined. The report of the Milwaukee grain trade for November was not so encouraging. All the grains showed uniform declines in receipts.

\* \* \*

Wisconsin had quite a number of winners in the international exhibition especially in some of the grains. Regional prize winners in six-rowed barley and corn were conspicuous.

\* \* \*

The rate of interest for the month of December on advances has been fixed by the Chamber of Commerce at 7 per cent. This is the high rate which has prevailed for several months. Although money is appreciably easier in Chicago and New York, there appears to be no move on the part of Milwaukee bankers to cut rates. They say that the demand for funds is very strong, in fact stronger than ever, so that there is no likelihood of an immediate reduction in rates.

\* \* \*

The grain is still stacking up largely in the Milwaukee elevators due to the slack demand for eastern and for export shipments. The chief holdings at the Milwaukee market are oats, these comprising more than two-thirds of the total supply, a reflex of the heavy offerings of oats during the fall. The total supply of oats was 4,288,000 bushels at the opening of the month of December.

\* \* \*

According to the best estimates made for this navigation season the grain lake shipments for the past season were approximately 2,600,000 bushels more than the shipments for the same month of last year. Regular marine rates ended on midnight of November 30 with higher rates effective until December 5 and finally a hazard rate which is in effect until December 12.

Among the last cargoes to go out via the lakes was the *Burlington* with 96,000 bushels of corn from the Kinnickinnic Elevator of Donahue & Stratton Company.

The total shipments of grain out by lake according to these compilations show shipments of 13,167,000 bushels or a little higher, while the total outgo of grain by lake for the entire season of 1928 was 10,545,000 bushels.

It is expected that there will be considerable storage of grain in boats this season in view of the well filled condition of the Milwaukee elevators. Arrangements are being made along this line by various concerns.

\* \* \*

One of the striking points in the shipments of grain out by lake for the past season was the very large volume of wheat—much larger than is customary. These shipments were more than 6,000,000 bushels for the past season as compared with shipments of wheat of 3,591,000 bushels for the entire season of 1928. The wheat shipments approximately doubled while there were material declines in shipments of almost all of the other grains. Oats however, gained.

\* \* \*

The chief speaker at the big state grain show held at Beaver Dam was Glenn Frank, president of the University of Wisconsin. President Frank said that the American farmer had grown lean and scrawny on promises made by the Government for actual relief. He maintained that now is the time when there should be actual relief instead of mere paper promises.

"The farmer of today is interested in a better life for himself," said Mr. Frank. "This better life for himself and for his family can only be achieved by better prices for farm products and thus pro-



viding greater returns. The farmer is tired of these quack remedies that mean nothing to him."

President Frank declared that the farmer must be provided with a sound economic development that will get him off the rocks and that will keep him off in the future.

The grain show closed after three day sessions, with an elaborate harvest dance. Grains from all parts of Wisconsin were on exhibition and there were nearly 600 samples from more than 200 exhibitors. There was much enthusiasm shown in the various grain contests.

\* \* \*

C. E. Hanson, aged 69, who headed a malt concern here and was very well known in the grain trade, died at Lucerne, Switzerland. His widow Gertrude was with him at the health resort.

For many years he had the Hansen Malt & Hop Company sold later to the American Malting Company. Then in 1909 he organized the Hansen Malting Company, now the Froedtert Grain & Malting Company. He sold out in 1912 and went back to New York to enter the grain brokerage business which he continued up to 1928 when he retired. He is survived also by two sons and one daughter.

## INDIANAPOLIS

H. M. RUDEAUX CORRESPONDENT

INDIANA'S 1929 corn crop will average 32 bushels to the acre instead of the estimate of 31 bushels made a month ago, according to data made available by M. M. Justin, head of the division of crop and live stock estimates of the United States Department of Agriculture and Purdue University agricultural experiment station. However, this year is still more than four bushels below the 10-year average of 36 1/10 bushels an acre. Northwestern and southwestern parts of the state are the only sections that report normal yields. The yield of buckwheat is reported at 14.5 bushels an acre compared to 15 of a year ago and 17 in 1927. The average yield of Clover seed is placed at 1.3 bushels an acre; Timothy seed at four bushels an acre, and soy beans at 14.2 bushels.

\* \* \*

Louis Marshall Vogler, of Hope, who was crowned international corn king at the Chicago grain and livestock show, began working for that honor when he was barely able to walk. His father, Louis A. Vogler, who died a few years ago, thought that Indiana could produce the best corn in the world. Vogler's White Dent variety was developed more than 50 years ago, and as the father grew better grain year after year the son served a valuable apprenticeship. In 1925 Marshall Vogler won the international honors. Vogler was first for the single ear entry in 1926, with Peter J. Lux, of Shelby County king for that year. The consistent winning of international honors by Indiana corn growers does not leave any room to suspect that these victories are matters of chance. The best Indiana corn is grown by men who have spent years perfecting the varieties they enter in competition and it is no more than justice that their efforts should be crowned with success. At the Chicago exposition Indiana ranked high in all departments of animal husbandry, grain and hay growing and home economics. Rarely has the state made a better showing.

\* \* \*

The receipts of new corn at this market are not quite normal, although the demand is very good, and the outlook is very encouraging. It will require some good cold weather to put corn in condition before the movement is what grain merchants are looking forward to. The quality is considered good, and arrivals are readily disposed of. There is an occasional car of old corn, which is selling at a good price, but the majority of arrivals are new, grading No. 5 and 6, on account of moisture. The arrivals of wheat are very light, although good quality wheat is selling at a good figure and more arrivals would be welcomed. Oats are moving in scattered lots, with arrivals insufficient to meet the demand.

\* \* \*

Charles A. Shotwell, now residing in Long Beach, California, celebrated his eighty-third birthday November 20. Mr. Shotwell is one of the oldest living members of the Indianapolis Board of Trade. Practically all the grain men on the board sent him a birthday card.

\* \* \*

Unless more positive control measures are adopted in the older infested areas by 1931, European corn borer spreading across Indiana will do noticeable commercial damage to the state's crop, according to Frank N. Wallace, state entomologist. This statement was made in a recent report which says, "It is entirely possible that very light dam-

age may occur in some fields in 1930 if weather conditions permit a high-rate of survival of larvae that hatch from eggs laid by the corn borer." The European corn borer has prevailed in Indiana four years, but intensive work of the state conservation department, county agents of Purdue University, Federal agents and most of the farmers in affected areas has held its increase to a minimum with practically no commercial damage.

\* \* \*

Acceptance of the Indiana Farmers Cooperative Elevator Company as a stockholder in the Farmers National Grain Corporation was recently announced by E. G. McCollum, secretary of the Indiana company. The Farmers' National Grain Corporation is the central co-operative grain marketing agency established under the supervision of the Federal Farm Board. There are now two types of co-operative marketing organizations in Indiana that are qualified to act in co-operation with the Federal board, the other being the "wheat pool," which now is known as the Central States Grain Corporation. M. P. Hill of Francesville is president of the Farmers Elevator Association. Mr. McCollum is a member of the board of directors of the Farmers' National Grain Corporation, representing the farmers' elevators of Ohio, Indiana and Michigan.

\* \* \*

The demand for millfeeds, and other concentrated feed is very poor. Consumers are buying in a hand-to-mouth way and in many instances deferred shipments are being held up on account of accumulations. Hay is in very poor demand, and the quality is bad. There is some call for good grades of Timothy hay, but the prices are entirely too low.

\* \* \*

Leading manufacturers of farm machinery are developing and producing labor and cost-saving equipment. One of the latest developments in this field is the power two-row corn picker. On the farm of J. S. Mount, near Noblesville, Ind., a new two-row corn picker is being demonstrated as shown in the picture. According to Mr. Mount, this outfit picked 65 acres of corn, which averaged 50 bushels an acre, in 35 hours. Figuring the operators salary at \$4 a day and fuel and oil at \$13,



NEW DOUBLE-ROW CORN PICKER

the entire cost of picking the 3,250 bushels of corn was \$27. Without figuring depreciation on machinery and interest on investment the cost of picking one bushel of corn was four-fifths of one cent. It can readily be seen that cost saving equipment of this type is a boon to the farmer, because it enables him to get his produce from the field to the crib or elevator in a much shorter time, with less labor, and at a much lower cost. The machine is the new McCormick-Deering Farmall.

## PEORIA

IVAN L. REVEAL CORRESPONDENT

PLANS for the immediate rebuilding of the feed house of the American Commercial Alcohol Corporation at Pekin, Ill., which was destroyed by fire on the evening of December 7, with an estimated loss of \$150,000, were taken up on December 11 with the arrival in Pekin of R. H. Grimm of New York City, president of the corporation.

The distillery will operate for a short time at least, with the by-product from which commercial feed is reclaimed, being dumped into the Illinois River, it was announced by Jacob Younge, manager of the plant, who also said that it was quite probable the plant will be closed down shortly after the first of the year until the feed drying plant can be rebuilt, because of the enormous waste in the non-utilization of the by-product.

The feed house which was destroyed by fire, formerly was the old Hamburg distillery and had recently been remodeled and equipped with new

machinery at a cost of more than \$75,000 for use in reclaiming dry feed from the distillery waste. Since having been closed as a distillery the plant had been used to manufacture fertilizer and later ammonia, but had been closed for nearly two years after being purchased by the alcohol corporation, as molasses was used in manufacture. Last fall with the switching from black strap to grain for the making of alcohol, the plant was remodeled and was handling the refuse from 6,000 bushels of corn which was being ground daily by the distillery. Plans were under way to increase the grind to 7,200 bushels daily, which will probably be done after the feed plant is rebuilt.

A dust explosion in the dryer room is thought to have started the fire which was discovered by a workman who was leaving the plant. Four streams of water which were thrown upon the blaze prevented it from spreading to an adjacent warehouse filled with denatured alcohol, and a Big Four switching crew pulled out a string of cars loaded with grain and one of alcohol after one car of grain had been destroyed.

The Hamburg was the last of the old-time distilleries in Pekin, and once before was destroyed by fire.

\* \* \*

Leonard L. Preston of Pekin, Ill., for 26 years president of the Pekin Farmers' Elevator Company, died on December 2, in the Methodist hospital at Peoria. Mr. Preston was prominent in civic and political activities, and served for many years as commissioner of the Spring Lake Drainage District.

\* \* \*

Thought of the Christmas holidays is divided in the minds of members of the Peoria Board of Trade with those of the annual election of officers which will be held on January 6, following the holding of the caucus which will be held on the preceding Saturday. E. W. Sands, president, will call the caucus on Saturday morning, just before the exchange opens.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

WHILE there has been a little demand for grain the demand as a whole has not been sufficient to hold the markets firmly, and uncertain markets have resulted in relatively light buying, due to lack of confidence in prices on the part of consumers, etc. The weakness in the stock market of course has been reflected to some extent in grain, but it has been rather noticeable that the grain markets, like cotton and other commodity lines, were not materially affected by speculators, or stock market playing.

\* \* \*

The outstanding feature of the month in Louisville has been the return of the distilling business to activity. The American Medicinal Spirits Corporation, a \$25,000,000 merger of several big distilling companies in Kentucky, Ohio, Maryland and elsewhere, started producing whisky at the rate of 165 barrels daily, in late November, at the Wathen plant in Louisville. The Stitzel Distillery started producing at the rate of 40 barrels a day on December 6. The Glenmore Distillery, of Louisville and Owensboro, Ky., starts about the first of the year at Owensboro. That is all the bourbon contracts issued. The American also has a rye whisky contract for 5,000 barrels, to be made up in one of its Maryland plants.

Of course the total production will not be large in view of the fact that but 2,000,000 gallons of whisky are to be made in all, of which a part is rye whisky. However, it is calling for a sizeable amount of corn, rye and barley malt at that, as these are items which go into production of whisky.

It is the first whisky demand for grain that has been felt by local grain men in 10 years or more and also means that similar contracts will be placed each year now, in replenishing medicinal whisky stocks in the bonded warehouses of the distillers.

\* \* \*

The American Medicinal plant is under contract with the Allied Mills, Inc., Chicago, for its production of dried distillery slop or meal, which will run about 20,000 pounds daily, after the alcohol has been extracted. In addition some wet slop will be sold by the distillery, at 10 cents per barrel, for slop feeding hogs and cattle. The Stitzel plant will sell its slop in wet form, principally to the Bourbon Stock Yards.

\* \* \*

Demand for mill and manufactured feeds has been good, severe weather over late November and early December, with the heaviest snows in two years or more, resulting in much better demand for dairy feeds, horse feeds, sheep and hog feeds. Millfeeds have been on a generally oversold basis, due to



small flour demand and light production of feeds. Cottonseed meal has been good. Poultry feeding is picking up as a result of much better egg prices. Turkey and poultry prices have been disheartening to the growers.

\* \* \*

The Kentucky Public Elevator Company reported that it had been kept good and busy with corn drying for the past several weeks. Corn is coming in at 20 to 27 per cent moisture content for the most part and is taken down to 17 per cent for the most part. Daily handlings have been fair. Stocks are heavy with 510,000 bushels of wheat; 25,000 corn; 8,000 oats, and 500 bushels of rye.

\* \* \*

Ed Scherer, of the Bingham Hewett Grain Company, reported that demand for grain had been very spotty, coming in fits and starts, looking like it would be good, and then slumping off again, due to lack of confidence in the markets. The rural territory also has considerable cheap corn in hand for feeding purposes and is not buying a great deal just now.

\* \* \*

Hay demand has been slow, and prices weak, due to much hay available, heavy offerings, and small consumption. However, while there was good grass over the fall it is now gone, and hay consumption is picking up.

\* \* \*

News was received from Lexington, Ky., on December 5, to the effect that Calvert T. Roszell, president of the Roszell Hay & Grain Company, had died suddenly of a heart attack at his home. Mr. Roszell was one of the best known and largest feed and grain men in the state. He controlled large volume of business going to dairy, stock and thoroughbred horse farms in the vicinity of Lexington, known as the home pasture of the thoroughbred, or running horse.

Mr. Roszell was born and raised in Lexington, was a graduate of the University of Kentucky, and entered the grain business in 1900. He took much interest in civic work, and served on city and other boards, and was a great leader in relief work for crippled children, in local, state and national circles, and also took much interest in charitable work. He is survived by his widow, Mrs. Bessie Byrd Roszell; his mother; a brother, Robert, of Baltimore; a sister, Mrs. Elva Spillman, of Danville; a daughter, Katherine; and a son, Calvert T. Roszell, Jr.

## KANSAS CITY

KENNETH FORCE CORRESPONDENT

THE Kansas City *Star*, in a recent editorial has this to say of Mr. Lonsdale's action in refusing the managership of the Farmers National Grain Corporation:

"A high compliment was paid to Charles W. Lonsdale when he was offered the general management of the Farmers' National Grain Corporation. In declining this offer, Mr. Lonsdale freed himself of all indication of selfishness or disinclination to serve the country in an important capacity. The post is attractive from a compensation point of view. It is one of distinction as well as responsibility. But Mr. Lonsdale is not in sympathy with the program of the farm board. He finds in that program a conflict with the established order of grain business, with which he has been identified many years. He does not believe the program can be worked out to the advantage of growers."

Mr. Lonsdale returned November 23 from a trip throughout western Kansas, Colorado, New Mexico and Texas, optimistic over business conditions in the Kansas City trade territory. He said he had expected to find a slump here and there, due to the stock market crash, but he was enthusiastic about business conditions. Everything is on the upgrade in the territory, he found. Bankers generally were happy over the situation, and reported that bank deposits were going up.

\* \* \*

Frank G. Crowell of Kansas City, said that he talked over with Mr. Legge the problems confronting the southwestern wheat farmers, elevator men, and private dealers. Grain dealers are anxious to know what the future policies of the board will be in acquiring or financing grain elevators; loans to be made co-operatives; and will the board's program provide for the marketing of grain through existing private channels, or does it intend to destroy the present machinery for storing, and for the domestic and foreign marketing of grain?

\* \* \*

Attention was called to the fact that private dealers must begin shortly to make plans for the export business next year. With Kansas having about 14,000,000 acres in wheat and an increased

acreage throughout the Southwest, the country may have a large exportable surplus next year. Contracts for export business must be made in May, and country and terminal elevator men not lined up with the farmer co-operatives must make plans for handling the next year's crop. If export business is to be handled by co-operatives rather than through private channels the grain trade wants to know in advance.

\* \* \*

C. W. Lonsdale was on the program of the seventh annual session of the Trans-Missouri-Kansas Shippers Board December 12, speaking on the "Relation of Grain Industry to the Southwest." Shippers and rail carriers heard representatives of the various industries in the Southwest estimate their needs for rail cars for the first quarter of 1930. Sessions were held at the Hotel Baltimore with Governor Clyde Reed of Kansas presiding.

\* \* \*

That the Missouri & North Arkansas Railroad would become an important factor in developing and serving the territory between Joplin and Helena, Ark., was the statement of Frank Kell of Wichita Falls, Tex., new president of the line, in an address at Joplin, Mo., Dec. 4. Mr. Kell added that he and his associates now were concentrating their efforts upon a project involving the establishment of a huge grain port on the Mississippi River in connection with a barge line to New Orleans. The plan would provide a shorter route from the grain belt to the gulf port, he said.

\* \* \*

A plea for lower freight rates on grain to eastern points has been sent to the Interstate Commerce Commission by the Kansas City Board of Trade. The board's brief was sent November 26 by Walter Scott, secretary and transportation commissioner. The demand of the Kansas City grain market for a cut in rates to eastern points is an upshot of the rate tangle precipitated last August when the Kansas City Southern was given authority to lop seven cents a 100 pounds from its rate to the Gulf. Consternation among other roads tapping Gulf ports was created, and they devised a retaliatory measure. Not only did they obtain a reduction equal to that approved for the Southern, but, in addition, were allowed to reduce the direct rate from points of origin to the Gulf 7 cents a hundred pounds. Eastbound rates were undisturbed at that time. Now the Board of Trade is seeking an adjustment which will restore the eastern rates to the comparative level of Gulf rates, as they were before the seven-cent cut. The petition contains several points.

\* \* \*

Kansas, imputed to be in a bad condition so far as agriculture is concerned, is in fact advanced in the last biennium to the greatest revenue-producing point in the state's history, according to the biennial report of the Kansas State Board of Agriculture, published by J. C. Mohler, secretary, December 5. Aggregate production of farms in the state for 1927 and 1928 was \$1,041,434,320 in comparison with \$88,237,727 for the biennium of 1925 and 1926—an increase of \$153,196,593. The total for 1928 is given as \$537,429,753 which has "never been exceeded in any previous year except during the period of abnormal war prices from 1918 to 1920," according to Mr. Mohler.

\* \* \*

The twenty-seventh annual Missouri State Corn Show will be combined into a Certified Seed Show and a Good Seed Short course at the Missouri College of Agriculture and the three events will be staged simultaneously in Columbia, January 21 and 22, according to Dean F. B. Mumford. In addition to the corn show, for which several premiums are offered, wheat, oats, soybeans, cowpeas and Clover seed will be exhibited and pointers for the selection of good seed will be explained at the short course by specialists of the college. The seed show will be held annually and the short course also will probably be held in 1931, according to Dean Mumford. Only seed which has been certified or which originates from certified seed stocks may be entered in the contests and all exhibits will be tested for germination and purity. Actual growing plants will be displayed with each sample on the opening day of the show. Unless the seed germinates 90 per cent or more it cannot win a prize.

\* \* \*

Arthur M. Hyde, secretary of agriculture and former governor of Missouri, will succeed William Volker as a member of the board of university trustee of the William Rockhill Nelson trust. Mr. Hyde was unanimously elected.

\* \* \*

The grain judging contest was a new feature of the American Royal this year.

\* \* \*

Walter Olson won the national corn husking championship November 15 on Paul Renz's farm near Platte City, Mo. Harold Holmes lost out by only a half bushel in 80 minutes work. Olson of Illinois husked 25.27 bushels and Holmes from the same state did 24.74 bushels. Several weeks before Holmes had beat Olson by as narrow a margin

in the Illinois contest. Tague of Iowa was third with 23.88 bushels.

\* \* \*

The top of a concrete elevator at the Rudy-Patric Seed Company here was destroyed by fire November 20. The elevator was filled with grain, but firemen kept the damage at a minimum. Officials of the company said they believed the fire started from a short circuit in the electric wiring.

\* \* \*

Funeral services for Marmaduke Wood, brother of Edgar Wood, vice-president of Goffe & Carkener, Inc., grain company, were held here December 3. Burial was in Forest Hill Cemetery.

\* \* \*

Open interest in wheat futures on the Kansas City Board of Trade in November increased from 27,741,000 bushels on the first day to 29,139,000 on November 20, then dropped to 26,798,000 on the last day. The daily average for November was 27,800,000 bushels, compared with 27,935,000 in October and 24,754,000 last year. Open interest in corn futures was highest November 6 at 4,537,000 bushels and lowest November 14 at 3,933,000 bushels. The daily average was 4,218,000 bushels, compared with 4,186,000 in October and 7,277,000 in November last year.

\* \* \*

J. F. Kroutil, president of the Yukon Milling and Grain Company, Yukon, Okla., visited the Board of Trade December 3, arriving by airplane. He remained two or three days. He reported an active flour business in Yukon with bookings good in both domestic and export channels. His mill has been running full time for the last year, he said. A feed manufacturing plant in connection with his flour mill also has been experiencing a good business, he said.

\* \* \*

J. J. Kraettli, president of the Kansas City Board of Trade, at a recent meeting of the directorate, appointed the following committee to make nominations for officers during 1930: W. C. Goffe, F. C. Vincent, H. F. Spencer, G. F. Hiltz and D. C. Bishop. Nominations will be made for a president, second vice-president, six directors and an arbitration committee of five members. The incumbent second vice-president, under the rules of the exchange, automatically becomes first vice-president for the ensuing year. The election will be held January 7.

\* \* \*

E. D. Bigelow, assistant to the president of the Kansas City Board of Trade, observed his ninety-first birthday anniversary December 5. Mr. Bigelow, who has been connected with the exchange in the capacity of secretary and assistant to the president for over 30 years, was at his desk as usual on his anniversary, but because of the many friends who visited him to extend congratulations and good wishes, he was unable to accomplish much in the way of work. He is in excellent health and exceptionally active for a man of his years, going about his duties without the aid of a cane. He received many gifts, flowers and favors from his friends and the board of trade.

\* \* \*

S. G. Cronin, manager of the Kansas City office of the Rocky Mountain Grain and Commission Company, returned to Kansas City November 19 from a motor car trip into western Kansas.

## OMAHA

B. O. HOLMQUIST CORRESPONDENT

AT THE annual meeting of the Omaha Grain Exchange the following new directors were elected: W. T. Burns to succeed himself, J. A. Linderholm and C. D. Sturtevant to succeed E. P. Peck and W. J. Hynes. The first meeting of the new board was held later to elect officers for the coming year, resulting as follows: president, H. A. Butler, first vice-president, C. H. Wright; second vice-president, M. I. Dolphin; treasurer, J. A. Linderholm. Other members of the board are G. F. Dristy, Chauncey Abbott, and E. W. Taylor. F. P. Manchester was re-elected secretary, J. A. Kuhn, traffic manager, and H. R. Clark, chief inspector and weighmaster.

\* \* \*

The Omaha market was visited on December 11 by Messrs. Kaufman, Fritz, and Mayo of the United States Department of Agriculture, who are investigating the application of this exchange for a permit to operate a grain futures market.

\* \* \*

John F. Westrand of Laurel, Neb., for many years an operator of a line of country elevators in this state and a former member of the Omaha Grain Exchange, died recently at his home in Laurel. Mr. Westrand retired from the grain business last spring



due to ill health and at that time sold his five elevators to the Holmquist Grain & Lumber Company of Oakland, Neb.

F. P. Manchester, secretary of the exchange has returned to his duties after a week's illness at home.

Ivan C. Harden, manager of the coarse grain department of the Trans-Mississippi Grain Company, returned two weeks ago from a five weeks' trip to the Pacific Coast states and Canada.

H. R. Caldwell, wheat buyer for the Kansas Flour Mills, spent several days in the Immanuel Hospital, where he underwent a minor operation, but is back on the trading floor this week.

According to recent reports, the Nebraska Co-operative Wheat Pool has been granted another loan of \$200,000 under the terms of Federal Farm Relief Act and has leased additional elevator space in Omaha terminals. It is reported also that present loans, which now total \$340,000, will be increased to \$500,000 in the near future.

Included among those who attended the annual convention of the South Dakota Farmers Elevator Association, held at Sioux Falls, S. D., are A. H. Bewsher, Doyle Hart, J. F. Mead, W. L. Shepard, Ray Sage, Bob Becker and W. R. Watson.

The C. B. & Q. railway is working on plans for a new drier to be installed in their Gibson elevator, operated by the Nebraska-Iowa Grain Company. Early this year, new storage to the extent of 500,000 bushels was added to this plant and the workhouse was completely remodeled and enlarged, so that with the addition of a drier, the plant will be entirely modernized.

The new office building of the Nebraska Consolidated Mills Company will be completed this month. Up to this time some of the executive officers and the grain department have had their offices in the grain exchange, while the balance of the personnel has headquartered at the mill office on Sherman Avenue. The new building will provide ample space for all departments and the entire force will be concentrated there by the first of the year. The Burns Grain Company will take over the space formerly occupied by the milling company in the grain exchange building.

N. G. Ensey, formerly with the Rocky Mountain Grain Company, is now South Platte representative of the Nebraska-Iowa Grain Company, with headquarters at Seward, Neb.

E. G. Taylor of the Vincent Grain Company is once more on the trading-floor after a six-months' absence due to illness.

Omaha has had a moderate run of new corn, almost all of which has been of excellent quality, although by far the bulk of it is grading No. 4 and No. 5 on account of moisture content. Demand has been good from all directions and at no time has there been any burdensome accumulation, even though large stocks of wheat have left less than the usual amount of elevator space normally required for handling corn. Bad weather in November and early December has made shelling and hauling difficult which, coupled with the refusal of farmers to sell except at their own price, has brought about a lighter run than otherwise might have occurred.

Good demand for Nebraska's excellent crop of wheat has caused a material advance in premiums during the past month, although heavier receipts early in December brought about slightly wider limits. Arrivals, however, have been cleaned up in good shape every day. Receipts of oats have been fair and demand sufficient at all times to take care of all offerings.

record would have been established had it not been for the restrictions. Indeed, a new daily record of 367,225 shares was made on November 28 and this was soon surpassed by the total of 518,168 shares on December 6. Hence a new high weekly record was made of 1,466,770 shares and unless trading sessions are again curtailed there seems to be good reason to expect a new monthly record during December.

Clarence S. Betts, grain and commission merchant, has been elected to membership in the produce exchange.

Sam Finney, veteran wheat trader on the Chicago Board of Trade, was one of the late November visitors on the produce exchange.

Newton C. Eblin of Eblin & Co., cottonseed oil merchants, was elected to membership in the produce exchange early this month.

The market for tickets of membership in the produce exchange was still under pressure late in November, but as previously noted, this undoubtedly represented forced liquidation as a result of the drastic fall in stock prices. At any rate, regular tickets sold as low as \$8,000 and it was rumored that as low as \$7,500 had been accepted. After this "distress" selling had been completed the indications of growing activity in the securities market stimulated a more active demand and prices rallied sharply, successive sales being reported at \$8,250, \$9,500, \$10,200 and \$11,000, after which bids of \$11,500 were reported. Associate memberships were less active, but also recovered sharply, the latest nominal quotation being \$8,000 compared with a nominal "low" of \$6,000.

In order to appropriately celebrate the completion of their first highly successful year, the members of the securities market on the produce exchange will have a banquet on December 19 at the Central Park Casino and it seems probable that the entire seating capacity of 225 will be sold out. A number of distinguished public and market officials have been invited and are expected to address the diners, while entertainment will be furnished by the girls from Earl Carroll's "Sketch Book". Among the reasons given for holding this gala celebration are: The increase in the volume of business transacted from 77,935 shares during the first week (December 19 to 26, 1928) to 1,466,770 shares during the week ending December 7, 1929; the increase in the number of qualified and clearing members to 216, and the fact that 122 stock exchange and curb exchange firms are represented in the membership of the produce exchange and 209 other stock exchange and curb exchange firms are registered under the commission rules.

Edward P. Bultmann, who formerly represented the firm of Merrill, Lynch & Co. in the wheat market on the New York Produce Exchange, but has latterly been located in Chicago, was among the visitors on the exchange floor toward the end of November.

Because of the optimistic expectations regarding the future expansion of business in the securities market on the produce exchange, applications for membership are being steadily received from representatives of firms engaged in the handling of securities of all kinds. At this time four such applications are awaiting the action of the board of managers: James H. O'Neil of Peter R. Lawson & Co.; Clarence F. Avery of Gould, Avery & Co.; Robert Nehrbas of Parrish & Co.; and Bert Loewenthal.

Members of the bowling league on the produce exchange are already making plans for their fourth annual entertainment and dance. This will be held at the Hotel Astor on March 28, 1930 and, as in the past, the entertainment will be limited exclusively to exchange members. Having in mind the highly gratifying manner in which previous ambitious programs were presented, the committee has decided on a still more pretentious effort, namely, the presentation of the successful Broadway comedy "Seven Chances" to which musical features will be added so that the members will again have an opportunity to display their musical talent.

Henry A. Rumsey, president and treasurer of Rumsey & Co., prominent commission merchant on the Chicago Board of Trade, paid a brief visit last month to his many old friends on the produce exchange.

Growing activity in the securities market on the produce exchange is steadily attracting new members from investment circles and the applicants elected to membership at the early December meeting of the board of managers included four representatives of stock and bond houses: Roy F. Wilson of Pynchon & Co.; Alton C. Elterich of W. D.

Yergason & Co.; Jack H. O'Connor, with Ludwig E. Goetz; and James J. McLean, Jr.

Joseph A. Zinman of the Convention Reporting Company is an applicant for membership in the produce exchange.

Members of the New York Produce Exchange Bowling League have been very faithful in their attendance at the regular Thursday night meetings on Dwyer's alleys and a number of excellent scores have been recorded, a gratifying feature being the marked improvement shown by some of the beginners. A. F. Therrien continues to lead in the matter of high scores, capturing two prizes with actual scores of 233 and 221, while Charles Lambert won one with 200. The high scores with handicaps added were: Grothusen, 281; Galloway, 261; Lambert, 247. Other good games were: Rasmus, 214; Galloway, 211; Fritz, 203.

GRAIN NEWS FROM BOSTON

By L. C. BREED

Nathaniel Samuels of Chicago, Ill., who made an application for associate membership in the Boston Grain & Flour Exchange recently, was elected to membership. Mr. Samuels is a trader.

Joseph A. Morris of Boston, representative of Spencer Kellogg & Sons, has applied for associate membership in the Boston Grain & Flour Exchange

Members of the class at the Boston School of Finance, Wellesley, Mass., recently paid a visit to the Boston Grain & Flour Exchange for the purpose of studying the operations of the exchange.

Modern electric elevators are being installed in the Boston Grain & Flour Exchange building. One of them is now operating and is declared to be a decided improvement over the old service.

A committee to protect the interests of the grain feed and flour trade of New England in the discussions on the proposed consolidation of New England railroads was recently appointed by Albert K. Tapper, president of the Boston Grain & Flour Exchange. Mr. Tapper is the chairman and Andrew L. O'Toole first vice-president of the Exchange, B. J. Rothwell, Frank J. Ludwig and Harry L. Atwell are the remainder of the committee. Mr. Ludwig and Mr. Atwell were named as delegates to represent the Exchange at the meeting of the New England Council which was held November 20 at which the railroad consolidation was discussed at length.

B. J. Rothwell was appointed a member of the governor's Railroad Committee by Gov. Frank G. Allen of Massachusetts along with four others from this state. Five men were appointed by each governor of the six New England states. The entire committee will consider the proposed consolidation of New England railroads.

Louis W. De Pass, secretary Boston Grain & Flour Exchange, is away on a vacation.

Boston wholesale dealers had a steady demand for grain and feed from the New England trade during November. Sales of grain came up to the average fall season, but trade in feedstuffs was not as good as it usually is in November. Toward the end of the month the demand was some better as the weather was colder. Previously the mild open weather and good pasturage tended to curtail sales. High protein quality feeds in some cases advanced, while others declined. Bran is ruling firm with an upward tendency. The offerings of Canadian mills are limited and are held at slightly higher prices than western feed.

In Boston the demand for hay during November was fairly good, but prices were not as strong as they were in October owing to larger receipts, the arrivals being 249 cars. Straw, 11 cars.

Boston wholesale seed dealers are still getting a seasonable demand for seed for future delivery and regard the outlook to be fairly favorable. There is also a steady sale for chicken wheat and other poultry supplies.

The receipts of grain at Boston during the month of November, as tabulated by the Boston Grain & Flour Exchange, were as follows: Corn, 1,195 bushels; oats, 51,500 bushels; rye, 11,125 bushels; malt, 2,450 bushels; mill feed, 146 tons; oatmeal, 16,193 cases and 710 sacks.

The stocks of grain in regular elevators at Boston, as of November 30, were as follows: Wheat, 2,038,052 bushels; oats, 7,864 bushels; rye, 2,709 bushels.

NEW YORK  
C. K. TRAFTON - - CORRESPONDENT

THE total volume of sales in the securities market on the exchange showed a falling-off during November, but this was readily explained by the fact that the trading hours were materially curtailed. In short, following the lead of the New York Stock Exchange, which was also followed by practically all other markets, trading for several weeks was limited to three days weekly, while the sessions were cut to three hours. As a consequence the total business for November was only 1,572,546 shares, which compares with October's record total of 2,708,220 shares. As a matter of fact, there seems to be little doubt that a new



## RECEIPTS AND SHIPMENTS FOR NOVEMBER

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the chamber of commerce:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	481,844	3,859,907	21,100	31,787
Corn, bus....	58,072	455,219	55,856	1,165,074
Oats, bus....	74,340	50,702	.....	13,686
Barley, bus..	3,506	897,564	.....	577,101
Rye, bus....	1,173	4,339	.....	.....
Hay, tons....	48	399	.....	.....
Flour, bbls..	77,227	129,183	21,100	34,787

**CHICAGO**—Reported by Lyman West, statistician of the board of trade:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	423,000	1,842,000	3,142,000	932,000
Corn, bus....	5,747,000	10,510,000	2,600,000	3,795,000
Oats, bus....	1,116,000	2,358,000	2,313,000	1,737,000
Barley, bus..	711,000	1,041,000	189,000	794,000
Rye, bus....	335,000	706,000	54,000	60,000
Timothy seed, lbs. ....	1,915,000	958,000	730,000	393,000
Clover seed, lbs. ....	2,121,000	2,751,000	972,000	604,000
Other grass seed, lbs....	2,983,000	1,883,000	1,651,000	1,355,000
Flax seed, bus. ....	52,000	417,000	.....	.....
Hay, tons....	8,621	9,835	833	519
Flour, bbls..	949,000	1,015,000	669,000	720,000

**CINCINNATI**—Reported by J. A. Hallam, chief inspector of the board of trade:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	110,400	68,600	396,800	197,400
Corn, bus....	411,500	601,100	465,000	522,200
Oats, bus....	122,000	88,000	124,000	196,000
Barley, bus..	16,000	9,600	1,600	11,200
Rye, bus....	4,200	.....	2,800	2,800
Hay, tons....	5,896	5,203	.....	.....

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the board of trade:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	5,685,553	15,500,268	9,596,675	18,820,325
Corn, bus....	147,511	162,484	185,125	156,737
Oats, bus....	493,670	735,590	714,819	1,215,835
Barley, bus..	716,067	2,687,212	980,892	3,076,970
Rye, bus....	511,340	1,146,155	505,996	893,258
Flax seed, bus. ....	640,037	1,407,921	1,161,680	2,470,929
Flour, bbls..	724,730	682,825	944,545	879,215

**FORT WILLIAM, ONT.**—Reported by E. A. Ursell, statistician of the board of grain commissioners:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	17,010,253	72,861,176	26,584,642	89,944,256
Corn, bus....	.....	5,800	.....	5,800
Oats, bus....	433,392	6,250,808	1,362,366	5,499,574
Barley, bus..	2,169,949	9,968,307	1,776,557	12,171,001
Rye, bus....	599,190	1,366,894	39,308	2,035,185
Mixed grain (50 lbs. per bu.) ....	86,546	412,073	116,349	186,319
Flax seed, bus. ....	283,838	786,500	312,730	884,984

**GALVESTON**—Reported by George E. Edwardson, chief inspector of the board of trade:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	.....	.....	2,802,836	724,000
Corn, bus....	.....	.....	.....	192,857
Barley, bus..	.....	.....	.....	253,000
Kaffir corn, bus. ....	.....	.....	.....	222,857

**HOUSTON**—Reported by W. J. Peterson, chief grain inspector and weighmaster of the merchants' exchange:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	.....	.....	1,157,500	557,225
Corn, bus....	.....	.....	.....	68,571
Barley, bus..	.....	.....	.....	90,000
Kaffir corn, bus. ....	.....	.....	.....	34,000

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the board of trade:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	186,000	222,000	429,000	234,000
Corn, bus....	2,317,500	3,568,000	1,767,000	2,741,000
Oats, bus....	382,000	532,000	550,000	724,000
Barley, bus..	1,000	.....	.....	.....
Rye, bus....	1,500	1,600	.....	1,600

**KANSAS CITY**—Reported by W. R. Scott, secretary of the board of trade:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	3,078,790	5,168,020	3,078,790	2,837,120
Corn, bus....	1,062,000	2,139,000	423,000	819,000
Oats, bus....	444,000	468,000	268,000	154,000
Barley, bus..	147,200	288,000	91,200	137,600
Rye, bus....	9,000	28,500	9,000	13,500
Kaffir corn, bus. ....	293,700	418,800	230,000	314,000
Hay, tons....	15,480	18,516	4,716	6,432
Flour, bbls..	47,775	72,150	704,750	719,575

**LOS ANGELES**—Reported by the grain exchange:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	467,200	280,000	.....	.....
Corn, bus....	305,600	439,600	.....	.....
Oats, bus....	44,000	136,000	.....	.....
Barley, bus..	193,600	195,200	.....	.....
Milo, bus....	70,000	92,400	.....	.....
Milfeeds, bus	107,800	25,200	.....	.....
Beans, bus..	60,200	39,200	.....	.....
Kaffir corn, bus. ....	132,000	60,000	.....	.....
Hay, tons....	1,958	1,664	.....	.....
Flour, bbls..	106,500	33,000	.....	.....

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the chamber of commerce:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	16,280	66,240	77,500	910,116
Corn, bus....	1,135,160	1,605,800	566,918	746,025
Oats, bus....	361,260	401,100	855,299	727,611
Barley, bus..	618,725	848,100	195,960	572,739
Rye, bus....	50,580	62,100	16,720	19,640
Timothy seed, lbs. ....	122,400	217,600	33,180	58,210
Clover seed, lbs. ....	147,280	2,622,737	163,855	451,629
Flax seed, bus. ....	12,870	119,480	.....	1,130
Hay, tons....	348	612	.....	12
Flour, bbls..	243,600	301,000	2,150	1,550

**MINNEAPOLIS**—Reported by G. W. Maschke, statistician of the chamber of commerce:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	5,331,100	10,261,060	2,846,140	5,235,040
Corn, bus....	1,233,770	1,829,120	716,730	955,880
Oats, bus....	1,553,780	1,690,190	897,200	1,939,470
Barley, bus..	1,225,520	2,154,310	537,670	1,600,920
Rye, bus....	451,320	575,690	160,400	509,430
Flax seed, bus. ....	623,520	1,278,080	279,330	676,500
Hay, tons....	1,029	2,436	61	466
Flour, bbls..	20,461	16,156	912,252	900,374

**MONTREAL**—For the receipts and shipments at Montreal for September and October, see page 365.

**NEW ORLEANS**—Reported by S. P. Fears, chief grain inspector and weighmaster of the board of trade, Ltd.:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	951,127	574,158	1,184,134	666,035
Corn, bus....	48,000	1,121,500	31,796	473,653
Oats, bus....	76,000	72,000	76,967	44,959
Barley, bus..	1,600	878,031	.....	1,079,999
Rye, bus....	2,800	41,950	.....	40,316

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the produce exchange:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	6,667,200	12,626,000	3,880,000	7,473,000
Corn, bus....	142,500	402,000	.....	120,000
Oats, bus....	378,000	964,000	10,000	988,000
Barley, bus..	10,200	3,282,000	86,000	2,067,000
Rye, bus....	18,500	102,000	.....	155,000
Clover seed, bags .....	.....	552	3,244	2,322
Hay, tons....	2,619	.....	.....	.....
Flour, bbls..	1,106,575	1,437,857	229,000	450,000

**OMAHA**—Reported by F. P. Manchester, secretary of the grain exchange:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	808,000	2,204,800	1,073,800	1,901,200
Corn, bus....	1,869,000	1,104,600	1,173,200	870,800
Oats, bus....	708,000	578,000	718,000	436,000
Barley, bus..	83,200	75,200	112,000	116,800
Rye, bus....	91,000	99,400	81,200	138,600

**PEORIA**—Reported by John R. Lofgren, secretary of the board of trade:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	137,600	161,400	148,400	201,600
Corn, bus....	2,093,050	2,650,900	996,250	1,122,450
Oats, bus....	358,200	625,000	329,400	490,150
Barley, bus..	127,400	181,200	78,400	54,600
Rye, bus....	3,600	1,200	4,800	2,400
Mill feed, tons .....	29,190	34,500	50,275	48,570
Hay, tons....	260	1,100	.....	110
Flour, bbls..	171,750	238,800	148,400	230,100

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary of the commercial exchange:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	141,111	3,219,343	32,000	826,911
Corn, bus....	22,439	176,623	.....	107,143
Oats, bus....	66,628	98,669	.....	50,400
Barley, bus..	1,198	196,618	.....	78,631
Rye, bus....	6,531	2,163	.....	.....
Flour, bbls..	173,882	183,341	4,661	9,190

**PORTLAND, ORE.**—Reported by F. W. Clark, manager of the merchants' exchange:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	2,037,000	2,664,350	1,061,006	9,188,713
Corn, bus....	159,500	188,375	180	.....
Oats, bus....	47,500	83,600	26,403	.....
Barley, bus..	11,200	11,200	43	.....
Rye, bus....	1,450	4,350	69	45,000

**ST. LOUIS**—Reported by C. B. Rader, secretary of the merchants' exchange:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	1,824,200	2,849,000	1,554,000	2,235,420
Corn, bus....	1,230,600	3,220,000	411,600	1,287,930
Oats, bus....	991,000	1,846,000	959,000	1,328,000
Barley, bus..	59,676	244,800	43,200	54,400
Rye, bus....	7,800	215,600	2,600	16,900
Kaffir corn, bus. ....	100,000	81,600	57,600	31,200
Hay, tons....	5,712	4,020	2,712	1,320
Flour, bbls..	569,930	539,870	399,790	428,030

**SAN FRANCISCO**—Reported by James J. Sullivan, chief inspector of the chamber of commerce:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, tons.	7,194	4,862	.....	.....
Corn, tons...	1,720	2,322	.....	.....
Oats, tons...	246	640	.....	.....
Barley, tons.	25,312	27,803	.....	.....
Hay, tons....	2,400	2,794	.....	.....



# HAY, STRAW AND FEED

## CHEESE FEED IS THE LATEST

Whey from Wisconsin cheese factories, dried, ground, and otherwise processed, is being used as a feedstuff ingredient for poultry, swine, and cattle.

Initial trials in developing this new feed were made in dry kilns at Antigo, Wis. E. Ihendfeld, of Antigo, is said to be the promoter backing the venture which is progressing in the old factory of a chair company.

## HAY INSURANCE COST UP

The Texas State Fire Insurance Commission has authorized a 40-cent increase in the insurance rates involving hay and hay warehouses in the Loan Star State. The Fort Worth Chamber of Commerce, joined by the Texas Grain Dealers Association, has unsuccessfully opposed this advance in rates, but individual protests may still be addressed to the commission.

## HAY SCHOOL IN TEXAS

C. M. Funk, southwestern-division hay inspector of the Federal Bureau of Agricultural Economics, announces that a short course in hay inspection will be conducted in San Antonio, Texas.

In this connection, Secretary Dorsey of the Texas Grain Dealers Association, advises that any suggestions in regard to grades should be forwarded to Inspector Funk, as the appointment of a new licensed inspector may follow the hay school session.

## HIGH PROTEIN FEED FOR HIGH PRODUCERS

Economy in feeding dairy cows calls for a higher level of protein in the feed for fresh or high producing cows than for low producers. In a practical feeding experiment at the Hamilton County, Ohio, experiment farm two grain mixtures were fed to Jersey cows in addition to the feed of mixed hay and corn silage. The grain mixtures consisted of the same kinds of feed—cottonseed meal, linseed oilmeal, bran, corn-and-cob meal and oats—but differed in amounts of protein.

One mixture contained 30 per cent of high protein products and carried 19 per cent total protein or 16 per cent digestible protein. The other contained 10 per cent high protein products and carried only 13.8 per cent total protein or 10.9 per cent digestible protein.

At a production level of 22 pounds of 4 per cent milk daily the extra protein in the high protein ration was not profitable. With fresh cows at the high production level of 31 pounds of 4 per cent milk per day the extra protein paid well.

## PEANUT HAY EQUALS CLOVER

Peanut hay, formerly considered a waste product, now returns a profit to the southern peanut grower, hundreds of carloads being sold each year, the United States Department of Agriculture reports. When the vines are properly cured in stacks, the hay comes from the picker bright and clean, with a feeding value equal to that of Clover or Alfalfa hay.

Peanut hay should be baled when dry and the bales stored under cover. By use of the picking machines now in use sand and dust can be separated from peanut hay and its value increased, the department says.

## THE FEED VALUE OF STRAW

The *Miller*, of London, comments as follows on the possibility of using straw as feed:

"In the present season, whilst hay is scarce and dear, straw can be used for fodder by those who have it. The respective merits of the straws of oats, barley, and wheat are not markedly unequal,

and any kind, saved in good condition, is better than any other kind at all damaged. Straw may be more suitable for one class of animal than for another, e.g., the bullock rather than the dairy cow, but so long as it is accompanied by roots or other succulent fodder, it is a useful adjunct to farm dietary generally. There is this at least to be said for it. For the production of bodily heat, straw is just about as valuable as hay, hence it is utilized to best advantage in cold weather and by animals out of doors in winter, and straw flavoured with treacle is irresistible to all classes of stock."

The addition of "treacle" to roughage is common in England where molasses grain feeds are not so widely used as in America.

## GEORGE F. BROWN PASSES AWAY

George F. Brown, newly appointed West Virginia representative of the Always-A-Head Mills, Inc., of East St. Louis, Ill., died recently of heart failure.

Word of his death, coming directly after a telegram that he himself had sent to the East St. Louis



THE LATE GEORGE F. BROWN

plant authorizing a shipment of a car of feed and milk substitutes to West Virginia, came as a complete surprise to officials of the company. Mr. Brown had a host of friends in the feed trade and was just getting established as the Always-A-Head Mills' representative. He was an ex-president of the National Hay Association.

## TACOMA FEED FIRM ENTERS FOURTH DECADE NEXT MONTH

For 39 years the Kenworthy Grain & Milling Company, located in South Tacoma, Wash., has been an increasing factor in the ranks of Washington industry. The year of 1930 will round out 40 years of steady growth.

In 1890, W. H. Kenworthy, father of J. Fred Kenworthy, now president of the firm, founded what was then little more than a retail "feed store." The entire space covered by the plant was about 6,000 square feet. The personnel consisted of just the owner. The location was in South Tacoma, on the same site where the present plant stands. Three acres are covered by the present plant that employs from 65 to 70 people.

The largest addition to the plant was made in 1922 at which time a five-story concrete mill and concrete elevator were erected with bulk storage tanks having a capacity of 100,000 bushels, and

equipped with the latest in machinery for the manufacture of dairy and poultry feeds. It has an eight-hour capacity of 150 tons. The output is distributed throughout the state of Washington and a considerable export business is enjoyed as well.

In addition to the main office and mills, the plant maintains branches in Tacoma, in Centralia, Chehalis and in Olympia, Wash. In eastern Washington warehouses are maintained at Parker, Wapato, Ellensburg and Kittitas.

## NEW THEORY ON HAY COMBUSTION ADVANCED

Spontaneous ignition of hay and other farm products is due not only to heat developed by bacterial action, but to other causes as well, according to a new theory advanced by Dr. Charles A. Browne, chief of chemical and technological research in the Bureau of Chemistry and Soils, the Department of Agriculture.

Dr. Browne believes that spontaneous ignition is due also to much higher temperature following oxidation of certain compounds produced by bacteria.

The annual loss from fires in the United States reported to be caused by spontaneous ignition amounts to approximately \$20,000,000. This does not include, says Dr. Browne, the loss from "unknown causes," amounting to approximately \$200,000,000 a year, the considerable portion of which, he believes, must be due to spontaneous ignition.

After reviewing the efforts made for hundreds of years to solve the mystery of spontaneous ignition, Dr. Browne summarizes our present knowledge of the subject and emphasizes the urgent need for further study of the problem which he regards as one of the most important in the whole field of agricultural research.

It is well known, Dr. Browne explains, that the primary step in the heating of hay is due in large part to enzymic and bacterial action which causes a breaking down of the carbohydrates and other substances of the stored material. This is commonly known as fermentation or decay.

These vital processes, however, are mostly destroyed by heat at about 150 degrees Fahrenheit, and the rise of temperature from this point to the 600 degrees or more, necessary for ignition, has been a puzzling problem of chemistry.

Dr. Browne's theory is that bacteria produce certain unstable, unsaturated compounds which by their greater affinity for atmosphere oxygen raise the temperature not only to the death point of the bacteria but to the point of ignition. The process is purely chemical and is comparable to the familiar example of spontaneous ignition of cotton waste when coated with an unsaturated substance such as linseed oil.

Dr. Browne explains that gaseous products formed in the interior of a heating stack exert an outward pressure from the centers of chemical activity, or so-called "hot pockets," creating flues or channels. When such a flue reaches the surface of the stack, there is a sudden inrush of air to the hot pocket. The ensuing oxidation of the hot unsaturated products of bacterial decomposition causes such a rise in temperature that ignition readily takes place.

In case the pressure of gases is insufficient to open a passage for the entrance of large volumes of outside air, oxidation proceeds at a much slower rate and there is only a charring of the hay without ignition.

A determination of the exact chemical processes involved in spontaneous heating is necessary for the development of effective storage methods for farm products to reduce loss from fire or spoilage, says



Dr. Browne. He emphasizes the need for extensive co-operative experiments on the subject by chemists, bacteriologists and engineers.

### MILK POWDER IMPORTS GREAT

Whole milk powder imported into the United States during the first nine months of 1929 aggregated 3,011,964 pounds, valued at \$566,761, according to a recent statement of the Department of Commerce. This compares with 2,216,351 pounds, valued at \$411,450, for the corresponding period last year. The greatest source of whole milk powder is the Netherlands, whose exports of the product to this country amounted to \$364,766, or more than half of the total.

Skimmed milk powder imported into the United States declined from 645,843 pounds, valued at \$57,140, during the first nine months of 1928, to 109,209 pounds, valued at \$6,185, during the same period. Imports of this product from Canada were valued at \$5,540.

### FEED MARKET SITUATION

By FEED MARKET NEWS SERVICE, UNITED STATES BUREAU OF AGRICULTURAL ECONOMICS

Feed prices December 4 averaged slightly lower than a month previous but were considerably under those at that date in December, 1928. Slack demand, mild, open weather and unsettled grain markets were the principal factors in the weak feed situation early in November. With the development of a firmer situation in the wheat market, sub-zero temperatures in the Northwest and lack of moisture in the Intermountain and Pacific Coast States the feed situation became steadier and stronger. However, inquiry continued rather light in the Southeast where farm-grown supplies were still fairly heavy.

Weather conditions were conducive to heavy feeding throughout the month but demand for feeds at the principal distributing markets did not show much improvement until near the close of November and in the first week of December. Generally speaking, November was cold and disagreeable. In the colder sections there was much stormy weather and considerable snow. In the East, mostly mild temperatures prevailed but in the West it was abnormally cold. East of the Rockies severe weather set in about November 20 and continued through into December, with large areas experiencing the lowest November temperatures on record.

The outstanding feature of the month's weather, however, was the continued scanty precipitation west of the Rocky Mountains. As a rule, the rainy weather in the Pacific Coast area, especially in the north, becomes well established in November, but this year very little rain fell. In all states west of the Rocky Mountains less than one-fourth of the usual amount of precipitation occurred and in large areas the month was practically rainless. This is not only true for November but holds for the other fall months, as nearly all sections have had less than the usual amount of rain.

From present indications, demand for feeds is probably less active than at this time a year ago. The movement of stocker and feeder cattle through markets into the corn belt for the four months, July through October, was smaller than a year ago. Fewer hogs are on feed than at this time last year. However, the movement of feeding lambs into the principal feeding states at the first of November points to some increase in lamb feeding this season over last. Farm poultry flocks are larger than at this time last year. Foreign demand may be restricted by the large European corn crop. It appears that feed demand for the country as a whole is slightly less active than during November last year, although feeding requirements appear unusually heavy in the Intermountain and Pacific Coast states.

### PRODUCTION WHEAT MILLFEEDS DECLINING

Production of wheat offal apparently reached its peak this season near the close of September, for since that date flour production at the principal milling centers has declined steadily. During the week ending September 28 about 1,850,000 barrels of flour were produced at these centers as compared with only 1,437,000 barrels during the last week

of November. Production at these centers indicates that the outturn of offal is now at about or even slightly less than last year's level. The peak in production was not reached last year until about mid-October.

Bran prices were quoted December 4 at only slightly under prices a month ago. However, bran was selling at the principal distributing markets at around \$4 per ton under prices at this time last year. In contrast, prices of heavy offal, including middlings and shorts, are \$1 to \$2 per ton lower than at this time last month. The seasonally abundant supplies of new corn of high moisture content on farms, much of which is being fed, is curtailing inquiry for the heavier wheatfeeds, according to trade reports.

The stronger wheat market, together with colder weather, strengthened the northwestern wheatfeed market and prices, especially those of bran, advanced. Since the close of lake navigation shipments to eastern markets have declined and the supply of millfeeds was finding a narrow outlet, despite some improvement in the local demand. In the East, mills were reported practically out of the market at Buffalo for nearby shipment and were holding feed for future shipment at substantial premiums over the market. During most of the month trading in wheatstuffs in the Central West was quiet with scattered indifferent demand for offerings, but the situation strengthened materially toward the close of the month and prices advanced. In the Southeast, demand for wheatfeeds was quiet and buyers were generally disposed to reduce their stocks until after the inventory season. Commercial feed requirements appeared less than usual in that section, reflecting the moderate supplies of farm-grown feeds. The millfeed market on the Pacific Coast was firm with a good demand for the relatively light offerings during the latter part of November and the first part of December. Snow covered pastures and ranges in the eastern Rocky Mountains, deficient moisture in the western desert ranges and an above normal consumptive demand in California due to the continued drought, were the principal strengthening factors in the feed market in that area.

### MEALS HOLD STEADY

Prices of linseed meal and cottonseed meal did not show much change during the month. Offerings of cottonseed have been relatively small but mill stocks continue fairly large. Light offerings of meal have been about equal to the fair demand. The colder weather was generally expected to increase demand for cottonseed meal and this has tended to create a waiting attitude on the part of southeastern holders. In the Southwest, demand for cottonseed meal appears to be quite urgent and principally from western Texas, New Mexico and Colorado. Trade reports in the past month have indicated that the corn belt was purchasing meal rather freely. It will be remembered that the corn crop as estimated November 1 for the corn belt showed a material reduction from the 1928 harvest. Although concentrates in general were quiet and weak at western markets, cottonseed meal was practically the only high protein feed in active request by livestock feeders.

The linseed meal situation at eastern markets was weak around the middle of November with liberal offerings by mills and resellers and slow demand, but the market turned fairly firm towards the close of the month and the first of December with fair demand. The market in the Northwest reflected the slow demand for most feeds early in the month but turned somewhat stronger at the close. Mills in that section held prices firm with resellers discounting the market to effect sales. This was largely the result of the dull situation in all feeds. One important factor which tends to give the market for that feed a strong undertone is the possibility of light production during the remainder of the season, because of the limited supply of flax seed in the Northwest.

Prices of gluten feed did not show much change during the past month but hominy feed advanced sharply toward the close of the month. Offerings of the former feed were generally liberal but with fair

demand prices held steady. The general shortage of white hominy feed, together with a moderately active demand, forced prices upward although other feeds and corn prices tended downward. The supply of yellow hominy was more liberal than that of white and sold at a rather large discount under white.

The market for alfalfa meal was quiet during most of the month. The most important outlet was to mixed feed mills. High alfalfa prices weakened the Pacific Coast market for meal although the business reported was of fair volume.

### "NO CONFLICT" BETWEEN REGULAR AND HOME MIX

"Commercial or home mix? There is no conflict between them." This is the opinion of W. P. Clarke, poultry specialist of the Georgia College of Agriculture. Expanding on the statement made recently to the *Poultry Tribune*, Mr. Clarke declares:

"I should think a feed dealer or salesman going to a farmer who has no use for a ready mixed feed would rather try to sell him the ingredients lacking that would enable him to make a perfect mash, than to try to sell him the prepared feed. By so doing he would help make a successful poultryman, while by selling the ready mixed feed he may discourage a good man. The feed man will benefit no matter which type of feed is used, but I believe the dealer would derive more lasting benefits through the sale of the lacking ingredients.

"Another thought is the one of price. The same brand of feed is sold for many different prices in one state depending on local conditions. Freight rates differ of course with the section, but this is not the only cause of different prices. In many small towns there is but one feed dealer. He takes one brand of feed and if the people want it they pay the price. Home mixtures have in many instances brought the small town dealer to realize that if he wants the business he must make the price right.

"Each and every individual should study his own business and buy according to his needs. Production of eggs determines profit to a greater extent than does price of feed. In other words, the variation in production is greater than the variation in the price of feed. This angle of the situation must be considered. In buying feed the quality should be considered along with price. When a home mixture is used, it must be complete or it will be a waste to feed it.

"Of course I am not selling feed. I was prompted to write this through an interest in poultry in general. I have seen many feed salesmen hurt themselves, their customers and the poultry interests as a whole by just blindly trying to sell a prospect. A good feed salesman must study his prospect and his prospect's business."

### FEED DEALERS TO JOIN IN TRADE PRACTICE MEET

An application for a trade practice conference has been received by the Federal Trade Commission from the California Hay, Grain and Feed Dealers Association. Next spring the conference will be held under the commission's auspices, and may be participated in by several other organizations.

Meanwhile, dealers in the west are making a preliminary study of the tentative conference rules developed by the Southern Mixed Feed Manufacturers Association. These rules follow:

No. 1. That no manufacturer shall knowingly interfere by other than legitimate selling methods, and the use of his regular prices and terms, with any existing contract between any other such manufacturer and a retailer, distributor, consumer, or any other party involving or relating to the purchase of mixed feeds, such interference being for the purpose or with the effect of dissipating, destroying, or appropriating, in whole or in part, the business represented by such contract.

No. 2. Inducing of employees of competitors to violate contracts or enticing away of employees of competitors in such numbers or under such circumstances as to constitute conversion and an appropriation of the value created at the expense of the said competitor, is unfair trade practice.

No. 3. The marking or branding of products in the industry with the effect of misleading or deceiving purchasers with respect to the quantity, qual-



ity, grade or substance of the goods purchased, is an unfair trade practice.

No. 4. The imitation of the trade mark or trade name of a competitor results in the deception of buyers and consumers, is an invasion of the property rights of such competitor, and is an unfair trade practice.

No. 5. The sale or offering for sale of any product of the industry with intent to deceive customers or prospective customers as to the quantity, quality, substance or weight of such product, is an unfair trade practice.

No. 6. As all commercial mixed feeds offered for sale are subject to state and Federal regulations relative to ingredients, and show by tags, printing, or otherwise, the materials used, the industry hereby holds that substitution of ingredients, in part or in whole for any of those specified as being contained in the feed, is unwarranted, unethical and unfair competition.

No. 7. The granting of secret rebates, irrespective of the form they may assume, constitutes unfair competition; and the following practices, among others, violates this principle and, therefore, are unfair trade practices:

- (a) Billing of goods at prices which do not reflect actual return to the seller from the buyer.
- (b) Providing truck service without adequate charge for it, or reimbursing the dealer, purchaser, consignee, or agent for cost of trucking if reimbursement is not provided for in the manufacturer's price list.
- (c) Selling or consigning products of one or more classes with special concessions or at reduced prices given to induce the buyer or consignee to purchase other classes of products of the industry.
- (d) Failure to enforce in good faith the terms of contracts previously made for the sale of products of the industry. For example:
  - (1) Selling on terms that require the payment of sight draft on presentation bill of lading (S.D. B.L.) and then waiving the obligation to pay cash before documents or goods are delivered, thus deferring the payment of the cash to some future date.
  - (2) Selling and delivering goods on time, consignment, or open bill of lading terms on S.D. B.L. price, or waiving earned interest.
- (e) Making special allowances to buyers or consignees under the guise of advertising expense or giving any form of gratuity.
- (f) Adopting selling methods that promote secret rebates and concessions, such as:
  - (1) Employing a buyer or consignee or his agent or anyone employed by or connected with a buyer or consignee with the purpose, design, and effect of influencing the business of such customer.
  - (2) Carrying on books by seller or consignor, as delinquent, balances due by solvent customer, with no intention of requiring ultimate payment.
- (g) Refunding to the buyer or consignee, either directly or indirectly, any part of the purchase price on account of goods accepted and/or settled for by the buyer or consignee under the terms of the contract. This practice is commonly referred to as "retroactive settlement."

No. 8. The defamation of a competitor by words or acts imputing to him dishonorable conduct, inability to perform contracts, or questionable credit standing, or the false disparagement of the grade or quality of his goods, is unfair trade practice.

No. 9. The use of feed materials not up to grade standards or the use of any material considered by the trade as inferior and which tends to bring the feed industry into disrepute or to defraud the buyer or the public, is an unfair trade practice.

No. 10. Contracts are business obligations which should be performed in letter and in spirit. Post-dating or pre-dating a contract, or making a contract thereto; and the repudiation of contracts by sellers on a rising market or by buyers on a declining market are inimicable to the public welfare, destructive to business stability, and are, in fact, unfair trade practices.

## TRADING DULL IN NEW YORK FEED MARKET

By C. K. TRAFTON

Business in feeds of all kinds remained very slow in the metropolitan district during the period under review and latest quotations show irregular quotations compared with those current in New York a month ago. As far as wheat feeds were concerned the general tendency was toward lower levels, although latterly a steadier tone has developed. The easier feeling prevailing early in the period was chargeable to the fact that offerings were fairly liberal and general, Buffalo and north-western mills being in line with local producers. There were no cheap offers in New York from Canadian mills, but offers of both bran and middlings were still in evidence in New England terri-

tory. Although there was no marked pressure to sell, the supply was generally in excess of the demand which was curtailed somewhat by the fine clear weather prevailing most of the time. The advent of fairly heavy snow over wide areas was largely responsible for the firmer tone which developed later when prices generally recovered \$1.50 from previous bottom levels.

However, this advance represented almost entirely the firmer views of producers, there being little or no improvement in the demand to account for it. This recovery brought spring bran back to last month's basis—\$36.50, while middlings lost most of their former \$3 premium, being quoted at \$37@ \$37.50. Red Dog was in slack demand, but the tone is firm at last month's price of \$44.75, while flour middlings are \$1 higher at \$41.50. Business in corn goods was limited to single carlot orders, but the market developed considerable firmness, prices being \$1 to \$4 above those of a month ago. The firmness was especially marked in white hominy, and notably early in December, when there was a sudden bulge of \$2 per ton. At that time the offers became extremely light at \$42@ \$42.50. At the same time, offers of yellow hominy were moderate at \$40@ \$40.50, the unusual premium previously ruling on that variety being wiped out. A small business was done in linseed meal early in the month, but subsequently trading stopped almost entirely when producers, on the basis of an active and higher cake market, advanced prices.

Demand for cottonseed meal remained very quiet in spite of a decline of 75 cents to \$1.25 which made the basis for December-January shipment \$42.50 for 36 per cent; \$45.75 for 41 per cent; and \$48.25 for 43 per cent.

Very heavy arrivals of beet pulp; roughly 40,150 bags, mostly from Italy and Poland, were a market feature. Although most of this pulp was already sold, there was considerable pressure to sell the surplus owing to shortage of storage space. Demand was for single car-lots only and as a consequence the basis was reduced.

## RICE STRAW COMPETES WITH CORNSTALKS IN PULP TRADE

Rice straw, although an important by-product of southern agriculture, has largely been wasted in the past. In the three states of Louisiana, Arkansas and Texas, there are more than 800,000 acres of rice, with a tonnage of straw of upwards of a million and a quarter.

So also with bagasse, which is refuse left after the sugar cane stalk is crushed for the juice which is made into syrup and sugar. In Louisiana alone, more than 500,000 tons of bagasse are available annually, while there are smaller amounts in Florida and elsewhere.

Paper manufacturers are now turning this situation to their advantage, and incidentally to the advantage of the farmers of the South. Pulp plants are proposed at two points in the rice and sugar districts of Arkansas and Louisiana; these plants will soon be transforming great quantities of rice straw and bagasse into chemical pulp for use in paper manufacture. The developments are based on the same process that has been used the past two years by the Cornstalk Products Company, Danville, Ill., for the manufacture of paper pulp from cornstalks. That venture was quite successful from a commercial standpoint, and the pioneer factory at Danville is using more than 100 tons of cornstalks daily.

While manufacturing paper pulp from cornstalks, chemists have experimented with other waste products such as the rice straw, bagasse, cotton linters, and wheat straw.

Both rice straw and bagasse have certain advantages over the waste products of the North, such as cornstalks and wheat straw, according to the *Manufacturers' Record*. The fibers are longer and therefore are better adapted to production of the higher grades of cellulose products; that is, they are better suited to the manufacture of high-alpha cellulose, the fiber from which rayon is made, and for the higher grades of paper. The cost of manufacture,

so far as it can be developed in the mill that has been running at Danville in connection with the cornstalk plant, promises not to be heavier than with cornstalks, and yet a superior product commanding a somewhat higher price is turned out.

## SINGLE FACTORY TAKES 200 TONS OF COBS PER MONTH

The corncob, considered mainly as a nuisance by a legion of grain elevator managers, is extolled by L. K. Arnold, of Iowa State College. The tin plate, meat packing, concrete construction, and building material industries all testify, he says, to the versatility of the humble corncob. Many other uses await the call from the research laboratory.

The 20,000,000 tons of corncobs which are produced annually in the United States are appealing to manufacturers as raw material worthy of consideration. One large manufacturer was recently in the market for 200 tons of corncobs every month.

What do corncobs have to do with tin plate? The manufacturers have found that the cobs can be an efficient aid in its production. The sheet metal is coated by dipping into melted tin. To prevent the oxidation of the molten tin in the bath, it is covered with a layer of palm oil. Of course the tin plated sheet receives a coat of oil as it comes from the bath. The old method of removing this oil was to cover the plates with bran. The bran absorbed the oil. Now ground corncobs are being used. Corncobs are excellent absorbing materials and soak up the oil.

In one of the large packing plants corncobs have been found superior to wood for smoking meat. Many people prefer the flavor of the meat with corncob smoke to that smoked in the old way. Many farmers find cobs a convenient and efficient fuel for smoking their home cured meats. The mild corncob smoke has proved excellent for smoking bees and has been used considerably for this purpose.

It has been shown that ground corn cobs spread over the surface of concrete floors prevent too rapid drying. Sawdust has been used for this in the past, but is rather expensive since only clean, white sawdust can be used. Sawdust from dark woods produces undesirable stains on the concrete. In the gas industry corncobs have been coated with iron rust and used to absorb certain undesirable constituents of the gas.

Even the doll industry is threatened with the corncob invasion. In making the ordinary unbreakable dolls a mixture of wood flour and adhesive is molded into the proper shapes for the various parts of the doll. Now manufacturers are experimenting with corncob and cornstalk flour in place of the wood flour, much of which is imported at considerable expense. Dolls are not the only possibilities for using corncob flour. It has been substituted for wood flour as a filler in plastics such as bakelite. It can be made into high grade punk and incense. If may be mixed with the food flours in making diabetic food.

A hard, strong material similar to hard rubber can be made from corncobs and cornstalks. This material may be machined to any desired shape. It is a high grade electrical insulating material. This material, known as cellulith or maizolith, was developed in the chemical engineering laboratories of Iowa State College. The process of manufacture is simple. The ground cobs are soaked a short time under pressure with a caustic soda or lye solution. They are then beaten into a jelly in a ball or rod mill or in a paper beater and refiner. This jelly when dried becomes a hard mass which is then machined to size and shape. The other possibilities of the corncob as a raw material are great. In the chemistry laboratories of the department of agriculture at Washington and in the chemical engineering laboratory at Iowa State College a strong but very cheap glue has been made from corncobs by cooking in large pressure cookers with steam and water. It is expected there will be a market for it in making fiber board boxes, labeling cans and boxes, bill posting and making foundry cores.

By a similar process a sirup of the sugar xylose can be made. Xylose is not as sweet as cane sugar



and has practically no food value but is an excellent sugar for diabetic patients.

The rapid decrease in our wood supply is causing corn cobs to be considered as substitutes. Like wood the cobs are largely cellulose which is the basis of numerous chemical products. The fiber of the corn-cob is too short for most paper uses but could be made into rayon, or artificial silk, as well as other chemical products of cellulose. Ground cobs have substituted experimentally for cork in linoleum. They have been mixed with binder and sandwiched between wood veneer to form a lumber substitute.

When corn cobs are heated to high temperatures in closed chambers away from the air, practically the same products are produced as would be produced from wood. Among these products are acetic acid, wood alcohol, acetone and tar which distill off at various temperatures.

## ZERO WEATHER STIFFENS NEW YORK HAY PRICES

By C. K. TRAFTON

During the early part of the period under review prices for hay in the New York market declined about \$1 on the average as arrivals were more liberal while demand continued very quiet. At this time the top grades held relatively steady as almost no No. 1 hay was received, the bulk of the arrivals being No. 2 or lower, although the condition was generally very good.

Later the market became much firmer with prices generally recovering to their former levels. This was traceable to the almost entire lack of arrivals at times as the zero weather prevailing over wide areas up the state and in the mid-west stopped baling and moving almost completely. It is quite likely that prices would have advanced still further had it not been for the fact that the heavy snow-fall made it virtually impossible to use horses for hauling in the city, so that consumption was materially reduced.

Taking the month as a whole, the volume of business was regarded as about normal for the season. Now that the snow has been cleared from the streets, thus permitting the resumption of horse-drawn traffic, it is assumed that demand will improve, but on the other hand, milder weather will undoubtedly result in a more liberal movement from the interior, and hence there seems to be little or no probability of any important price changes in the near future.

## CEREAL MILL GRAIN CHIEF MAY HEAD U. S. WHEAT AGENCY

James Murray, vice-president of the Quaker Oats Company, in charge of its grain buying department, is reported from several quarters to be President Hoover's first choice as general manager of the Farmers National Grain Corporation, the co-operative marketing agency set up by the Federal Farm Board under authority of the Agricultural Marketing Act.

Others named as possibilities include Clarence W. Hardenbergh, Julius Barnes, New York, N. Y., and F. B. Wells, Minneapolis, Minn.

## COTTONSEED ADVANCES SHARPLY

Cottonseed held only reasonably steady at Memphis, Tenn., the first of the week ending December 7, but indicated an upward tendency early Wednesday and closed strong. The advance was continued through Thursday and Friday but some little disposition was noticeable on Saturday to take profits and offer prices were lowered around 50 cents per ton. Bids held unchanged to just a little down on the near options, while there is considerable general interest to sell the more deferred futures at around a \$41 level.

Tenders so far on December have either been sold back into the futures, for the purpose of re-tender, or taken in by some of the larger mill interests, at a price understood to figure equivalent to the December option. Cash handlers' bids to the country, and the futures, continue to carry a premium over general bids in the country, plus freights, due largely to a slow seed movement and a lack of hedging pressure from cash handlers, gins or mills.

It is conceded that these premiums cannot be maintained in the face of any general hedging interest from either of the above sources, and with the March option at around a \$40 level, it is thought that there will be considerable selling in the futures as a price insurance against stored seed held in the country, and pending such time as the futures and actual work closer together, as they would seem certain to do.

Trade buying during the week while in fair volume in the aggregate has been more than offset by mill selling and resultant dealers hedging in the futures. The open interest in the meal futures is large, but the next incentive for any sharp move will probably come from either the Government report or cash sources after the holidays.

## NEW FEED BRANDS

"FOX" for chick mash, growing mash, developing mash, chick starter, scratch feed, and egg mash. Wells-Osen Milling Company, De Pere, Wis. Filed October 10, 1929. Serial No. 290,919. Published November 19, 1929. Claims use since September, 1919.

"YOUNG-STER RATION" for stock feeds. Live



YOUNG-STER  
RATION



Stock Exchange, Inc., Des Moines, Iowa. Filed September 12, 1929. Serial No. 289,703. Published November 26, 1929. Claims use since June 25, 1929.

"GEE-BEE MOLASSES LUMPSETS" for sheep feed. Grain Belt Mills Company, South St. Joseph, Mo. Filed October 17, 1929. Serial No. 291,159. Published November 26, 1929. Claims use since August 31, 1929.

"H-B" for calf meal, poultry feeds, and hog and pig feeds. W. L. Drake, doing business as Humboldt Elevator Mills, Humboldt, Kan. Filed October 12, 1928. Serial No. 273,743. Published December 3, 1929. Claims use since November, 1927.

## Trademarks Registered

264,341. A food for poultry and livestock. Universal Mills, Fort Worth, Texas. Filed July 2, 1929. Serial No. 286,523. Published September 3, 1929. Registered November 26, 1929.

264,397. Stock Feed. Hubbard Milling Company, Mankato, Minn. Filed July 15, 1929. Serial No. 287,141. Published September 17, 1929. Registered November 26, 1929.

264,614. Horse, poultry, dairy and stock feeds. Aubrey & Co., Louisville, Ky. Filed February 12, 1929. Serial No. 279,209. Published September 10, 1929. Registered November 26, 1929.

264,615. Horse, poultry, dairy, and stock feeds. Aubrey & Co., Louisville, Ky. Filed February 12, 1929. Serial No. 279,208. Published September 17, 1929. Registered November 26, 1929.

## Trademark Registrations Renewed

34,156. Field seeds and seed grains. Registered February 6, 1900. The Albert Dickinson Company, Chicago, Ill., a corporation of Illinois. Renewed February 6, 1930. Registered December 3, 1929.

70,336. Poultry Feed. Registered August 25, 1908. Milton C. Peters, Omaha, Neb. Renewed August 25, 1928, to American Milling Company, Peoria, Ill., a corporation of Delaware, successor. Registered December 3, 1929.

70,419. Stock Food. Registered August 25, 1908. Milton C. Peters, Omaha, Neb. Renewed August 25, 1928, to American Milling Company, Peoria, Ill., a corporation of Delaware, successor. Registered December 3, 1929.

34,294. Field seeds, seed grains, and other products. Registered March 6, 1900. The Albert Dickin-

son Company, Chicago, Ill., a corporation of Illinois. Renewed March 6, 1930. Registered December 3, 1929.

## TABLE FOR STANDARDIZATION IN GRAIN ELEVATORS

The French engineer, Henri Protat, presents in *Muehle* a table which is designed to contribute to the standardization of the handling capacity of receiving conveyors in grain elevators.

The grain elevators may be classified into the following three groups: (1) Association grain elevators for storing the grains of the members of the association; (2) mill elevators for storing sufficient grain for about 30 days of operation; and (3) port elevators for use in ports located on the sea, river or lake.

M. Protat has compared the handling capacity of receiving conveyors with the holding capacity of the grain elevators. He discovered that the relation between these two capacities varies quite considerably. He believes it to be worth while to represent the average values of his findings upon a chart. The time in hours required for filling the elevators is shown in the ordinate. The resulting chart shown in Fig. 1 is believed to facilitate the comparison between plants of different sizes.

The curve *II* for the elevators of grain associations and the curve *I* for the mill elevators are given in terms of 100 kilograms; but the curve *III* for sea-port elevators and the curve *VI* for river port elevators are given in 1,000 kilograms capacity; this was done in order to permit the drawing of all the curves upon one chart. The curves *I* and *II* intersect each other, that is, the small association elevators, curve *II*, have, comparatively speaking, receiving conveyors of greater handling capacity than the mills; on the other hand, the mill elevators have more handling capacity as the elevators increase in size. Furthermore, the receiving conveyors of sea port elevators have always greater handling

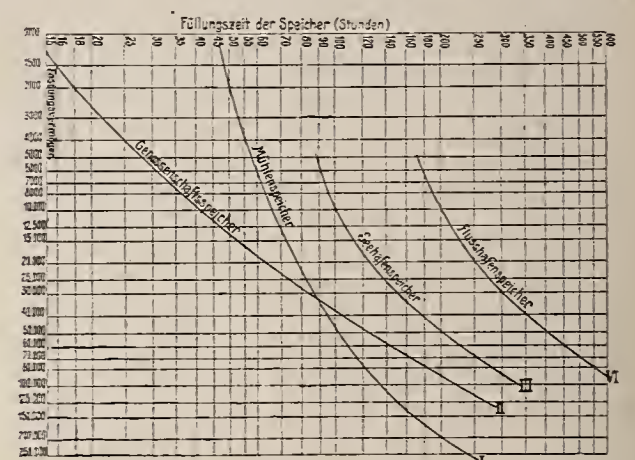


CHART OF RECEIVING CONVEYOR CAPACITIES OF DIFFERENT TYPE ELEVATORS OF DIFFERENT SIZE  
Fuellungszeit der Speicher (Stunden) Filling period of the elevators in hours  
Fassungsvermögen—holding capacity in 100 kg. and 1000 kg. units

capacity than those of elevators located on river ports.

These curves were probably obtained for elevator conditions in Europe. It would be interesting to see how the curves would run for the American elevators. These curves represent an interesting method of comparing different elevators and their handling equipment respective to capacity as they should give clues to elevator designers and equipment builders.

STOCKS of wheat in the western grain division of Canada on November 15, 1929, stood at 158,887,000 bushels against 157,610,000 bushels the previous week and 133,345,000 bushels on November 16, 1928. Receipts and shipments of wheat at Fort William-Port Arthur declined during the week ended November 15. Receipts were 3,562,000 bushels and shipments were 3,263,000 bushels. The exports of wheat and flour from Canada during the three months, August, September and October were 45,891,000 bushels as compared with 109,101,000 bushels during the same months last season. Exports during October were 23,215,000 bushels against 48,957,000 bushels during October, 1928.



## TRADE NOTES

Each month more elevator operators become convinced of the necessity for protecting binned grain against heating. The Zeleny Thermometer Company of Chicago, reports that during November, 39 bins for the Security Elevator Company of Hutchinson, Kan., were equipped with Zeleny Thermometers, and 150 bins for the Quaker Oats Company of Cedar Rapids, Iowa.

In coining the word "Cornulator," the S. Howes Company of Silver Creek, N. Y., has completely described its new machine which granulates corn to the desired size for chick starting and growing mashers. The name, however, does not suggest the equally efficient manner in which the machine also reduces Durum or chicken wheat, barley, milo, kaffir and millet, by the use of plates with finer cutting points. Catalog 122AE describes this machine and it will be sent to anyone interested.

The History of the Haines Feed Mixer is a small booklet issued by the Grain Machinery Company. The principles involved in securing a perfect feed mix are described and the story tells how Mr. Haines discovered them, one after the other in his experiments in developing "The Mixer that Really Mixes." How he overcame each fault is an interesting tale and the illustrations make perfectly clear the principle which was concerned. The long list of satisfied users of the mixer makes an impressive epilogue for the story.

Sprout, Waldron & Co. of Muncy, Pa., have just issued a new catalog on Ball-bearing, Top and Bottom Screen Rotary Corn Cutters, which will be of interest to everyone who makes fine or coarse cut corn for farmers or as an ingredient of mixed feeds. A series of fine illustrations in the catalog dissects every machine before your eyes so that you can see just how each one is made and operates, from the big machine that cuts and grades up to 7,000 pounds an hour, to the small machine that cuts only 1,500 pounds. A copy of this catalog will be sent to anyone requesting it.

Link-Belt announces the appointment of J. J. Hartley to the position of chief engineer of the company's Pershing Road plant at Chicago, Ill. He was formerly in charge of foundry equipment sales in the western division of the Link-Belt organization. For the past 19 years he has held various positions with the company, and he brings to the engineering department a vast amount of practical experience coupled with his engineering ability. W. L. Hartley, brother of "J. J." and formerly assistant in the foundry equipment sales department, has been appointed manager of this department to replace his brother.

No elevator equipment is met more commonly throughout the country than Fairbanks-Morse Scales, whether the installation is for weighing wagon grain, trucks, a hopper full holding a ton at a time or the registering beam type that checks every pound as it flows from the loading bins to vessel or train. Since this well-known Chicago concern has developed its Fairbanks-Morse Type EH Motors, these, too, are becoming standard elevator equipment, for they are totally enclosed and are ventilated with clean air, just the thing for the hazardous, dusty atmosphere of a grain elevator. It is surprising what a difference in insurance rates a motor of this type assures. Complete information will be sent on request.

The new general catalog just issued by the Barnard & Leas Manufacturing Company of Moline, Ill., comprising over 200 beautifully illustrated pages, contains a wealth of information for the elevator operator, the miller of wheat, corn or rye, and the feed manufacturer. One notable feature is that the catalog is bound in a loose leaf binder so that as new bulletins are issued by the company they can be inserted as new material or to take the place of obsolete pages. The catalog will be always up to the minute, and we imagine that many readers will like to keep it so. There is a great amount

of new material and improvements included since the last general catalog was issued, and a great amount of information not usually found in general catalogs. We believe that readers will find it worth while to send for the book which is ready for distribution.

A truck and wagon dump that operates with the turn of an electric switch is an adjunct of the modern country elevator which has become a necessity in these days of heavy motor trucks operating between the combine and the elevator. A truck dump must be simple in construction, fast in operation, and easy to install. All these requirements are to be found in the Western Electric Truck and Wagon Dump, made by the Union Iron Works of Decatur, Ill. Write to them for full information.

Experienced grain dealers did not need the Government investigation recently concluded in the Pacific Northwest to convince themselves of the efficacy of wheat washers for ridding grain of smut. The Government report was conclusive to the effect that washing would do what scouring could not. But long before this report came out the Great Western Wheat Washer and Drier had demonstrated the fact in scores of elevators and mills. If you will write to the Great Western Manufacturing Company of Leavenworth Kan., you can obtain some interesting, money-making information.

A new folder from the Hocking Valley Manufacturing Company of Lancaster, Ohio, describes in detail the Hocking Valley Swing Hammer Mill which can be used with any power unit from 15 to 50-horsepower, the variable hammer application (an exclusive feature) decreasing or increasing the capacity according to the horsepower used, but assuring the same efficiency of grinding through the entire range. Fan speed is also variable so that only as much power is used as is necessary for each power application. Another feature of the standard equipment is the Tex-Rope drive. Write for the folder and see for yourself, from the illustrations, the simplicity and ruggedness of the construction of the machine.

### ROLLER CHAIN DATA BOOK ISSUED BY LINK-BELT

Link-Belt Company, Indianapolis, Ind., has just published a new Roller Chain Data Book, No. 1257, which it claims is the most complete manual for properly selecting and applying chain yet developed.

This 96-page book illustrates the construction of the chains and wheels, and presents many pages showing practical applications of Link-Belt Roller Chain on light and heavy duty industrial drives, and on all types of machinery, tractors, trucks, farm implements, etc.

All data is clearly compiled to enable one to select the proper chain and wheels to suit individual conditions, and to figure costs. Also an additional feature of value is a presentation of lists of wheels up to 81 teeth. All pitches of chains are carried in stock.

This book is worthy of an important place in every engineer's and mechanical man's library. A copy will be sent gratis, if requested upon business letterhead.

### AN EXPORT ELEVATOR IN THE NEW YORK AREA

Delving into the history of America, New York has the distinction of being the only city which has for the past 300 years borne a flour mill on its coat of arms. This eloquently points to the long history of America's basic industry—the growing of grain, and the processing of it into flour and cereal. But in the past 300 years, New York has so developed along commercial and financial lines that today the storage of grain and the processing of it into flour has been relegated to points farther west and south. Notwithstanding these facts, terminal facilities in New York City for the storage of grain are valuable and a few private concerns own and maintain elevators to be within easy reach of a large consuming and exporting market. The

state of New York recognizes the value of a strategic position in New York harbor and some years ago erected an elevator at Gowanus Bay. These facilities, although the latter is open for public use, are limited in comparison with the volume of grain that flows through this part of New York.

Contiguous to New York harbor and for a period of years under development in order to make it an integral part of a great domestic and valuable shipment unit, lies Newark Bay, into which runs the Passaic River offering an all-water route to a point to the entrance of New York Harbor, only 12 miles away. One mile north of Newark Bay, on the Passaic River, a grain elevator having 500,000-bushels capacity was erected a few years ago and is now offered for sale. This elevator is modern in every particular and was so well constructed that practically no maintenance expense has been involved since its erection. It is equipped with car scales, conveying machinery, trippers and all other necessary machinery to operate a modern elevator. It offers a strategic storage plant for grain at the Atlantic seaboard and as far as we know, it is the first offering of an elevator in the immediate neighborhood of New York Harbor and therefore represents a real opportunity for a grain commission house, a combination of grain dealers, or a private concern requiring such facilities.

Further particulars of this elevator together with its price and terms can be secured from the Alliance Investment Company, 790 Broad Street, Newark, N. J.

### HE MUST HAVE WANTED A HAINES MIXER

When a man starts out with a truck to drive over 600 miles each way for the purpose of bringing home with him equipment for his mill, he must have been reasonably sure in the first place that



MR. WEIMER STARTING HIS 600-MILE RETURN DRIVE FROM THE GRAIN MACHINERY COMPANY PLANT, MARION, OHIO

he would find at his destination exactly what he would want.

On November 5, The Grain Machinery Company of Marion, Ohio, received a telegram from W. T. C. Weimer of Farmington, Mo., asking how soon they could deliver a Haines Mixer, as he expected to drive to Marion for the same. They replied that upon his arrival at the plant they would be glad to load his truck with any size mixer he would select.

Mr. Weimer had never talked to a representative of The Grain Machinery Company, but had read their advertising matter, and upon arrival at the factory he found the mixer to be all that he could ask of it, and he therefore also placed an order with The Grain Machinery Company for a second mixer for a neighboring dealer, Jefferson MacDowell also of Farmington. Mr. Weimer drove back to Farmington with a No. 3 Haines Mixer and a No. 1 Haines Mixer was shipped by freight to Mr. MacDowell.

Mr. Weimer is manager of the St. Francois Country Farm Bureau Purchasing and Sales Association of Farmington, Mo., and is well conversant with the feed mixing requirements.

THE assets of the Farmers Elevator Company at Ellsworth, Kan., are to be liquidated as soon as possible, according to C. W. Hamilton, receiver.



## TRANSPORTATION

### CORN RATES TOO HIGH, IOWA ELEVATOR CLAIMS

The Farmers Elevator Company, Dunkertown, Iowa, has filed a complaint against the Chicago, Great Western Railroad Company, on account of charges alleged to be in excess of published rates.

The grain firm asks the Interstate Commerce Commission for reparation on rates applied to carload corn shipments between Kansas City, Kan., Kansas City, Mo., Leavenworth, Kan., St. Joseph, Mo., and intermediate points to Granville, Wis.

### GRAIN FIRM ASKS COAL RATE CHECK

The Henning (Ill.) Grain Company has filed a complaint with the Interstate Commerce Commission against the Chicago & Eastern Illinois Railway Company, charging excess rates on coal. "Unjust, unreasonable, and excessive rates" on coal shipments from Clinton, Ill., to Henning, Ill., are cited.

An award of reparation totaling \$4,000 is sought, and a formal plea entered for a cease-and-desist order on current rates after "just and reasonable rates" have been determined by the commission.

### NORTH DAKOTA ELEVATORS DEMAND HALF MILLION FROM GOVERNMENT

Claims totaling about a half a million dollars against the Federal Government for losses due to shortage incurred during the World War have been filed by approximately 500 North Dakota elevators, according to a report to the Senate by the Department of Commerce, as a direct result of a resolution by Senator G. P. Nye, adopted by the Senate last summer.

Dealers in other northwestern states have similar claims, amounting in all to about \$2,000,000.

### EXPORTS OF WHEAT DROP BELOW 1928 MARK

Exports of wheat for October showed a substantial decrease from those of the same month last year and for the first time in 1929 the total for the year has dropped below that of 1928, according to a report of the Department of Commerce.

Shipments of wheat from January 1 to October 31, 1929, now total 90,012,000 bushels, as against 98,548,000 for the same period in 1928. The decrease from 22,058,000 bushels in October, 1928, to 8,767,000 bushels during October of this year finally brought the total for 1929 below that of the preceding year, in spite of a large increase up to July 1.

### OHIO GRAIN MEN AT ODDS WITH WABASH RAILROAD

Diplomatic relations between the Cincinnati (Ohio) Board of Trade and the Wabash Railway Company have all but been severed.

The traffic committee of the board considers the Wabash "note" of November 16 in the nature of an ultimatum. It read, in part, as follows:

"Our policy of not establishing commodity rates on grain from our Illinois and Indiana stations to points on connecting lines in Central Freight Association Territory whereby we will short haul ourselves, has not been changed."

Across the picture at this point moves the shadow of a motor truck, cast by the statement of the board's traffic experts: "The attitude of this carrier is certainly one very detrimental to shippers located on its line exclusively. As we understand the situation their markets are practically restricted to Wabash terminal markets. If their position was well advertised along their Illinois and Indiana line, it is our belief that farmers would find it just as easy and much more advantageous from a return standpoint to truck their grains to elevators located on lines other than the Wabash."

### TREASURY DEPARTMENT YIELDS ON PROTESTED CUSTOMS RULE

The United States Treasury Department has received an emphatic protest from New York shippers, complaining of the recent customs ruling which requires that railroads dispose of bonded Canadian grain in transit within 90 days of its receipt.

The protest was supported by New Jersey interests and representatives of the grain trade, elevator companies and steamship lines, but was not made the subject of a conference, as had been expected. The burden of their complaint was that the order jeopardized 20 per cent of the exports moved annually through the port of New York.

Canadian wheat, it was pointed out, made up 85 per cent of the grain exported through New York last year. Ninety days, the protestants contended,

is too short a period to permit disposal of all bonded grain in transit, a year being suggested as a more workable period to require in such regulations.

Pending final action on the protest, Assistant Secretary of the Treasury Lowman has directed customs authorities at the port of New York to extend "indefinitely" the time which grain for export may be held on Gotham docks.

### NEARLY TWO BILLION DOLLARS' WORTH OF GRAIN SHIPPED BY RAIL

Figures recently made public by the Interstate Commerce Commission show the value of grain hauled by railroads last year was close to \$2,000,000,000. From this volume the railroads took \$228,000,000 in revenue.

Wheat, as usual, dominated the field in grain transportation, with 26,950,060 tons originated on the railroads, and a value at destination of \$990,684,000, the carriers receiving freight revenue of \$117,554,000. Next in importance, based on the volume of traffic, was corn, totaling 17,044,938 tons originated, value at destination \$482,542,000, and freight revenue amounting to \$65,076,000.

Oats traffic was third, with 5,888,045 tons originated, \$172,579,000 in value at destination, and \$22,101,000 in freight revenue. Barley and rye, considered jointly by the commission, aggregated a tonnage of 4,297,068, a value at destination of \$119,974,000, and freight revenue amounting to \$17,570,000.

A total of 1,067,702 tons rice were originated on the chief railroads of the country.

### PENNSYLVANIA RAILROAD BROADENS STORAGE-IN-TRANSIT RULING

The Pennsylvania Railroad, by a tariff which went into effect on December 15, has broadened the scope of the storage-in-transit arrangement on grain in Baltimore elevators to include grain originating at all stations on the Philadelphia, Schuylkill, Sunbury, and Williamsport divisions, stored in Baltimore and from there forwarded to points south, including Virginia cities and Carolina territory, at a transit cost of one-half cent a 100 pounds.

With this revision, grain originating at practically all stations on the Pennsylvania Railroad east of Pittsburgh, with exception of points on the New York and New Jersey divisions, may be stored at Baltimore and transited to points south.

Another recent announcement affecting Baltimore elevators is that the charge for passing grain through the disc separators has been reduced to one-half cent a bushel. This was announced by the railroads operating grain elevators in Baltimore.

## ASSOCIATIONS

### OHIO GRAIN MEN-MILLERS' MERGER PENDING

The proposed merger of the Ohio Grain Dealers Association and the Ohio State Millers Association is as far from being an actuality as ever. No definite action was taken at the meeting held by the millers' organization at Columbus, Ohio.

The plan was thoroughly discussed, however, and it was decided that the proposal should be considered at the next meeting, which will be held in April, at which time definite action is expected to be taken. Officers will be elected at this time.

### OHIO ASSOCIATION HOLDS DISTRICT MEETINGS

The five district meetings of the Ohio Grain & Feed Dealers Association, one each day in different cities, from December 2 to 6 did much to bring the members into a greater realization of the need for unionization. Edgar Thierwechter is president of the association and W. W. Cummings is secretary.

On subsequent evenings the groups met at the following Ohio towns: The Lima Club, Lima, the Elks Temple, Greenville, the Hotel Manchester, Middletown and closed at the Cherry Hotel at Washington C. H. on Friday evening.

Dealers were rather reluctant in expressing themselves as to the effect operations of the Federal Farm Board will have on the old line elevators.

The present co-ops feel, of course, that they will be able to comply with the law and will doubtless continue to transact business with the terminal market dealers, if permitted, since they appreciate the efficiency of the present method of distribution. It should be remembered that the present farm board activity is as to wheat only.

An outstanding feature in connection with the corn crop is the relative absence of the need for farm relief. Experts appear to be right in their judgment that since consumption as well as production of corn may be said to be domestic; its uses so varied and an over-production problem seldom arises, there is no clamor for "relief." Despite these facts, however, there is the willing politician who is ready to legislate so that more bureaus may be created to gain control of our leading crops.

The opinion prevails that the farm relief bill will make itself felt in banking circles; rural savings accounts will feel the effect; the country banker will find it difficult to compete with Uncle Sam.

## CONVENTION CALENDAR

January 23-24, 1930:—Indiana Grain Dealers Association, Indianapolis, Ind.

February 4-6, 1930:—The North Dakota Grain Dealers Association, Grand Forks, N. D.

## GRAIN WORLD

### IMPORT CERTIFICATE SYSTEM FOR GRAIN

In order to stimulate Austrian agriculture the Austrian national council passed a Federal law on September 27, 1929, introducing an import certificate system for grain, the Department of Commerce is informed in a report from John A. Embry, Acting Commercial Attache at Vienna. On exports of wheat, rye, barley and oats, in consignments of not less than 500 kilos and consisting of one kind of grains, as well as on cattle in any quantity, import certificates are to be issued, upon written request, which can be used by the holder to pay customs duties on imported goods, in accordance with regulations to be issued by special decree. These import certificates are to be valid for nine months. The face value of the import certificate will be fixed at the time of exportation of such goods on the basis of existing conventional import duties which would be assessed on such grains or cattle if imported into Austria.

### PROPOSED METHODS TO RELIEVE FRENCH WHEAT CRISIS

The serious situation arising from the abnormal wheat crop of 1929 has created an economic problem of national importance and impelled the Ministry of Agriculture to propose drastic measures in the attempt to stimulate consumption and prevent a disastrous price decline, the Department of Commerce is informed in a report from Assistant Trade Commissioner George W. Berkalew. According to provisional statistics issued by the Department of Agriculture, it is estimated that the French crop will amount to 320,000,000 bushels as compared with 281,000,000 bushels in 1928. As it was evident that the domestic supply would exceed the capacity to the market to absorb wheat prices have fallen greatly. Quotations of \$1.83 per bushel in February had dropped to \$1.54 in September, in spite of the fact that the duty had been raised during this interval.

Measures under consideration include the following: The prolongation of the present system of temporary admission, the circulation of import bonds, the extension of farmers loans, the erection of storage facilities in producing sections, the adoption of measures to increase bread consumption and the annulment of the existing law preventing the use of wheat as an animal foodstuff.

### RECENT MIXER SALES

The Grain Machinery Company, Marion, Ohio, recently installed Haines Feed Mixers in the following plants. The size of mixer is indicated in each case.

DeForest Elevator Company, DeForest, Wis., No. 1 mixer; Northeast Feed Mill Company, Minneapolis, Minn., No. 3 mixer; S. D. Giacomo Company, Krebs, Okla., No. 3 mixer; A. Mowry Company, Woonsocket, R. I., No. 3 mixer; Associated Farmers Company, Clinton, Wis., No. 3 mixer; Michigan Bean Company, Midland, Mich., No. 3 mixer; Stockton Milling Company, Stockton, Mo., No. 1 mixer; Fred N. Smith, Barnegat, N. J., No. 1 mixer; Pagel Milling Company, Stevens Point, Wis., No. 3 mixer; Halfway Farmers Exchange, Bolivar, Mo., No. 3 mixer; Lawson Milling Company, Seneca, Mo., No. 1 mixer; Avon Lake Feed Mill, Avon Lake, Ohio, No. 1 mixer; W. D. Swartzel, Inc., Hazlet, N. J., No. 1 mixer; Wilton Co-operative Exchange, Wilton, Wis., No. 3 mixer; Randolph Milling Company, Bandana, Ky., No. 1 mixer; Baldwin Creamery, Weyawenga, Wis., No. 1 mixer; Knouf & Tesch Company, Chilton, Wis., No. 3 mixer; Scranton Equity Exchange Company, Scranton, N. D., No. 3 mixer; Odenweller Milling Company, Middlepoint, Ohio, No. 1 mixer; Fairbury Alfalfa Mill Company, Fairbury, Neb., No. 3 mixer; St. Paris Grain Company, St. Paris, Ohio, No. 3 mixer.

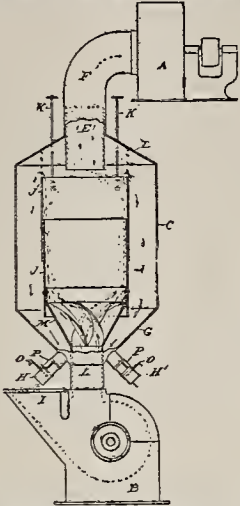


## GRAIN TRADE PATENTS

Bearing Date of August 13, 1929

Separator. Harold M. Plaisted, St. Louis, Mo. Filed January 5, 1927. No. 1,724,041. See cut.

Claim: A separator of the class described comprising a casing having a bottom inlet and a top outlet for particle-laden air, means at the inlet for giving a whirling motion to particle-laden air, and an adjustable drum relatively large with regard to the inlet

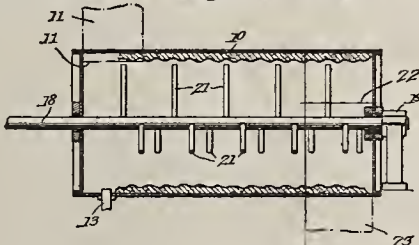


and forming an expansion chamber in the casing and adapted to form either a closed connection between the inlet and the outlet, or form a variable annular tail opening between the top of the casing and the adjacent end of said drum, substantially as and for the purpose described.

Bearing Date of August 20, 1929

Feed Mixer. George M. Agee, Des Moines, Iowa. Filed October 8, 1927. No. 1,725,240. See cut.

Claim: In apparatus of the class described, the combination of a closed receptacle having a tangential inlet for feed and a tangential outlet for the com-

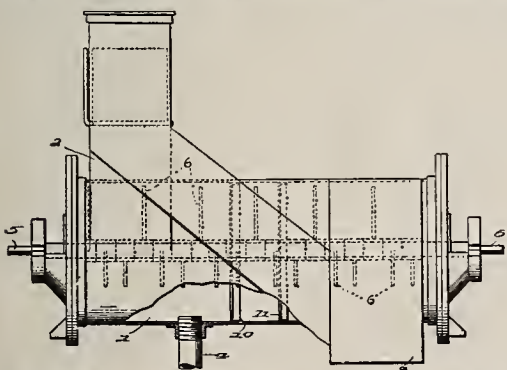


pleted product, a pipe to deliver an unbroken stream of the liquid content to said receptacle, means for delivering the liquid content under pressure to said pipe, and a rotary shaft having a plurality of radial arms spirally disposed on said shaft within the receptacle to agitate the feed and disperse and commingle with the feed the liquid content delivered by said pipe.

Bearing Date of August 20, 1929

Feed Mixer. Adolph G. Kanmann, Owensboro, Ky., assignor to Anglo-American Mill Company, Owensboro, Ky., a corporation of Kentucky. Filed June 23, 1928. No. 1,725,279. See cut.

Claim: In a feed mixer, the combination of a closed receptacle having inlets for feed and molasses, respectively, and an outlet, means in the receptacle to agi-

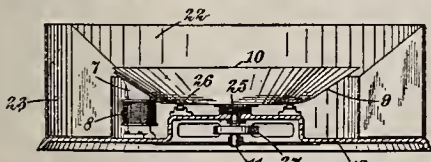


tate the feed and commingle the particles thereof with the molasses while feeding the mixture toward the outlet, and means attached to the receptacle for retarding movement of the mixture toward the outlet and co-operating with the agitating means to create frictional heat to assist in mixing the feed and molasses.

Bearing Date of September 10, 1929

Magnetic Separator. John Johnston, London, England. Filed August 25, 1927, and in Great Britain, September 1, 1926. No. 1,727,543. See cut.

Claim: Apparatus for separating magnetic and non-magnetic material comprising a rotatable pan to receive the material to be treated, said pan having a side wall which diverges outwardly from the axis of rotation towards the top, means to rotate the pan, means for creat-



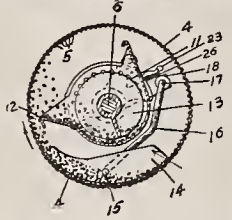
ing a magnetic field to act on the material in the pan, which field extends around a sector only of the side of the pan, means for feeding the material to be treated to the pan in the said sector of the magnetic field, whereby

the non-magnetic material is centrifugally discharged from the pan and the magnetic material is retained in the pan until the part thereof to which it has been fed moves out of the magnetic field and is then separately discharged by centrifugal action.

Bearing Date of September 17, 1929

Grain Retarder. Carl C. Gray, Minneapolis, Minn. Filed November 17, 1927. No. 1,728,238. See cut.

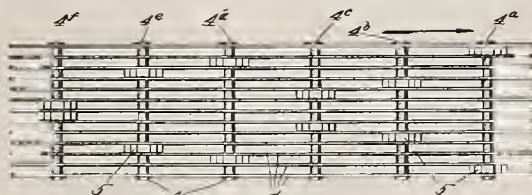
Claim: A retarder for a grain treating cylinder comprising a retarder plate arranged transversely of and



within the cylinder, and means for adjusting the plate circumferentially within the cylinder, said means permitting a floating action of the plate with respect to the inner surface of the cylinder. See cut.

Rotary Hammer Mill. Walter J. Clement, Utica, N. Y., assignor to the Bossert Corporation, Utica, N. Y., a corporation of New York. Filed March 10, 1928. No. 1,728,392. See cut.

Claim: A mechanism of the class described comprising a rotor, and hammers arranged in a multiplicity of series circumferentially of said rotor, the hammers in certain series being arranged in circumferential lines converging from the ends toward the center of length of said rotor in the direction of rotation thereof, certain of

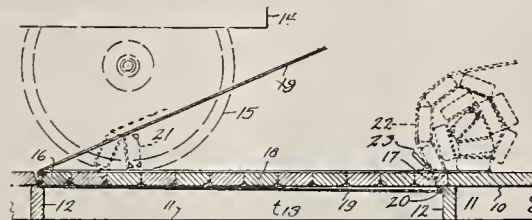


said hammers being arranged in circumferential lines diverging from the center of length toward the ends thereof in said direction but at a different slope than that of said converging lines, the hammers diametrically opposite to each other being arranged close to the same position lengthwise of said rotor.

Bearing Date of September 17, 1929

Grain Door for Elevators. Wilbur A. Blakely, Grant Center, Iowa. Filed February 23, 1928. No. 1,728,851. See cut.

Claim: In combination with the floor of a grain elevator, formed with a dump opening, a door comprising a plurality of parallel side sections, hinged side to side near the planes of their upper surfaces, the ends of said sections normally resting upon the floor at either side of

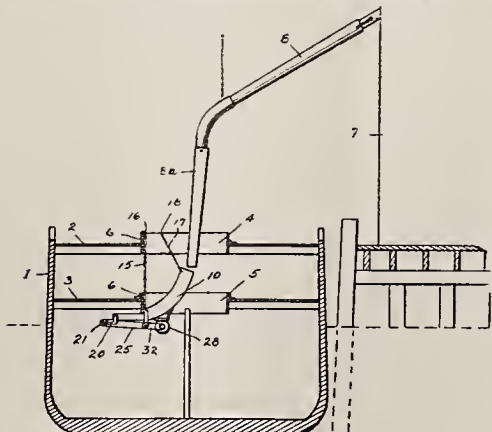


said opening, one of the end sections being hinged to the floor at one extremity of the opening and a flexible element secured to the floor beneath said last mentioned section extending around the other end section and thence above the door, the sections being adapted to roll into a roll by pulling of said element from the free end of the door toward the other end thereof.

Bearing Date of September 24, 1929

Grain Delivery Chute. Rowland C. Clapp, Portland, Ore. Filed September 10, 1928. No. 17,439. See cut.

Claim: A chute of the class described, comprising a longitudinally curved bottom and substantially vertically



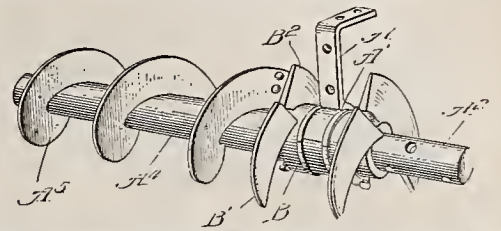
disposed sides, said sides provided with abutting means for limiting the movement of the chute into a ship's hold.

Screw Conveyor. John L. Erisman, Chicago, Ill., assignor to H. W. Caldwell & Son Company, Chicago, Ill., a corporation of Illinois. Filed October 9, 1924. No. 1,729,211. See cut.

Claims: 1. In a screw conveyor, a plurality of separate screw sections, bearings interposed between them, means associated therewith for conveying material across the gap occasioned by the bearing, said means comprising a plurality of segmental screw paddles arranged adjacent the bearings, the angle of inclination of said paddles being different from the angle of inclination of the spiral on the shaft.

3. In a screw conveyor, a plurality of separate screw sections, a bearing interposed between them and means associated therewith for conveying material across the

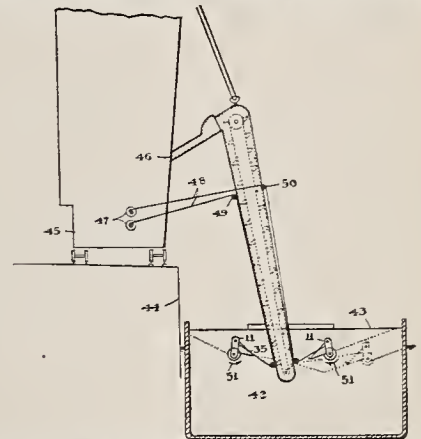
gap occasioned by the bearing and for protecting the bearing, said means comprising a plurality of cup-shaped members, each adapted to engage one of the screw sections and to overhang the bearing, and each carrying a



plurality of segmental screw paddles arranged adjacent the bearing, the angle of inclination of said paddles being different from the angle of inclination of the screw portion on the shaft.

Process and apparatus for Unloading Granular Materials. Lionel Coke Hill, Montreal, Quebec, Canada. Filed March 25, 1927. No. 1,728,968. See cut.

Claim: In an unloading device, a power scoop for handling granular material comprising a frame, a propeller having an irregular outer bearing surface adapted to rest upon granular material, said propeller being

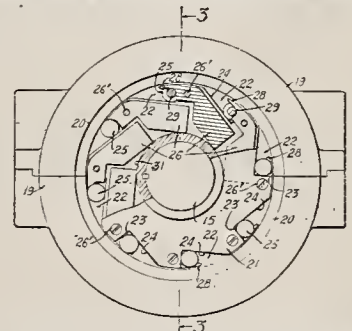


rotatably mounted in the frame, a power unit mounted on the frame and adapted to rotate the propeller to move same over said granular material, and a shoe plate secured to the machine and adapted to compact the material as it passes thereover.

Bearing Date of October 1, 1929

Backstop for elevators, conveyors, and the like. Percy C. Day and Frank W. Jury, Milwaukee, Wis., assignors to the Falk Corporation, Milwaukee, Wis., a corporation of Wisconsin. Filed February 20, 1926. No. 1,730,318. See cut.

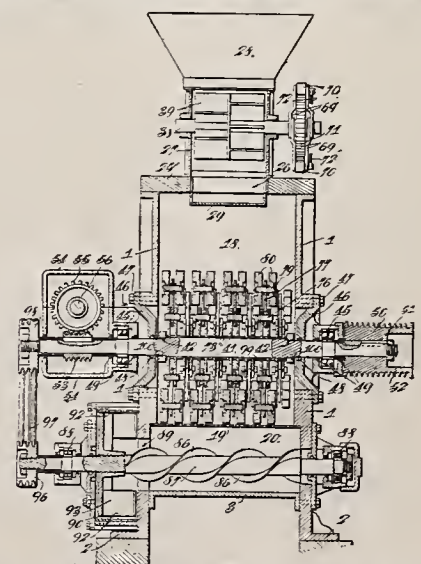
Claim: In a back-stop mechanism for elevators, conveyors and the like the combination of a stator, a rotor, roller elements therebetween permitting rotation of said



rotor in one direction only, and centrifugally actuated means carried by said rotor for retaining said rollers out of engagement with said stator during rotation of said rotor.

Grinding Mill. William Alexander Seymour, Leavenworth, Kan., assignor to the Hesse Manufacturing Company, Leavenworth, Kan. Filed November 3, 1927. No. 1,730,300. See cut.

Claim: In a grinding mill, the combination with the rotating grinder, of a housing for the said grinder comprising a screen embracing the lower half of the grinder, a grinding plate tangentially disposed relatively to said grinder and associated with one end of the screen, and a



second grinding plate concentric with the grinder and associated with the other end of the screen, said housing also including an inlet throat located above said grinding plates and grinder, the curvature of said screen being eccentric to and in excess of the path through which said grinder rotates, said screen being closest to the grinder at the bottom.





## THE DAKOTAS

The Quinn Sheperdson Company, Minneapolis, Minn., has opened a general grain business at Minot, N. D.

The Farmers Grain & Fuel Company has purchased the house of the National Elevator Company at Claire City, S. D.

A grain cleaner and a conditioner have been added to the equipment of the H. R. Dufloth Elevator at Onaka, S. D.

The plant of the Union Marketing Company, Philip, S. D., has been improved with a grain cleaner and a conditioner.

The Rosebud Grain Company and the Farmers Elevator Company have purchased sites at Witten, S. D., on which they plan to build modern elevators.

J. F. Steiner, manager of the Farmers Elevator at Willow City, N. D., for the past 25 years, has recently purchased the C. G. Johnson Elevator at that point.

The St. Anthony & Dakota Elevator Company has equipped its plant at Weaver, N. D., with a new grain cleaner.

The Farmers Grain Dealers Co-operative Terminal Association has been incorporated to promote the establishment of a new 1,000,000-bushel elevator at Grand Forks, N. D.

The Gwinner (N. D.) Grain Company's plant and equipment has been purchased by the Farmers Elevator Company. The elevator and coal bins of the former company were burned last August.

The Farmers Elevator Company has equipped its new house at Craven (Ipswich p. o.), S. D., with a new engine, transmission machinery, automatic scale, two legs, two dumps, and head drive.

The Farmers Union Co-operative Elevator Company has completed its new 45,000-bushel concrete elevator at Stanley, N. D. The house, which cost \$35,000, replaces the one which burned last summer.

The Russell (N. D.) Farmers Elevator Company has been incorporated as a co-operative organization with a capital of \$20,000. Incorporators are O. T. Strom, John H. Issendorf, Fred Wentlandt, and William Schillinger.

## IOWA

The Farmers Elevator Company is remodeling and repairing its house at Farlin.

N. E. Norstrum has added a grain cleaner and a conditioner to his plant at Burnside.

The Evans Grain & Coal Company, Adel, has recovered the roof of its office and driveway.

The Beach & Pierce Company has taken over the Nelson-Hunter Grain Company at Sioux City.

A new pit has been installed in the plant of the Farmers Co-operative Elevator Company, of Pocahontas.

Charles E. Willrich is operating the grain and coal business at Dexter which he recently purchased from B. C. Hemphill.

A new modern office building has been built by the Sheldon (Iowa) Farmers Co-operative Grain Company.

The Farmers Elevator Company has equipped its plant at Sac City with a head drive and a new 10-ton scale.

The Farmers Elevator Company has recently completed a 3,500-bushel concrete corn crib and has installed a 15-ton truck scale in its plant at Gilman.

The plant of the Superior (Iowa) Elevator Company has been equipped with a 10-ton scale and a dump. The office has been remodeled and enlarged.

New equipment recently installed in the plant of the North Iowa Grain Company at Sexton, consists of a 15-ton Fairbanks Morse Scale, a dump, and grates.

The Long & Brown Elevator, Paulina, is operating as Long Bros. Elevator. Lester Brown recently sold his interest in the business to Lawrence Long, Okolona, Ohio.

The F. Mueller & Son Grain Company has expended \$5,000 in improving its plant at Toronto. The company took over the August Willert grain and coal business last summer.

The new 25,000-bushel elevator which the Farmers Co-operative Elevator Company is erecting at

Fontanelle, as previously reported, is being covered with galvanized iron and equipped with a sheller and cleaner. Feed equipment will also be installed.

The Farmers Supply Company, operated by Elta Archer, may build a three-story warehouse at Mediapolis next spring to take the place of its elevator plant which recently burned.

F. O. Akin and H. F. Lehman are now operating as the Dunlap (Iowa) Grain Company the Farmers elevator plant which they recently purchased. They have recently remodeled the office of the plant.

The New London (Iowa) Farmers Elevator Company is equipping its new house, recently completed, with an oat huller, feed grinder, and feed mixer. The new elevator replaces the one destroyed by fire last summer.

Plans are under way to organize and consolidate a group of 50 farmers' elevators in the vicinity of Sioux City. The controlling company will be known as the Wertz Farmers Co-operative Company. John Sundberg will be in charge.

## OHIO AND MICHIGAN

The Orient (Ohio) Grain Company has equipped its plant with a new truck hoist.

The Gerald (Ohio) Grain & Stock Company has installed a new boiler in its plant.

H. E. Branch is equipping his elevator at Onsted, Mich., with copper cable lightning rods.

Gorton & Wright are improving their house at Willis, Mich., with copper cable lightning rods.

D. W. Emsel has equipped his elevator at Plymouth, Ohio, with an overhead traveling truck dump.

The Loudonville (Ohio) Equity Exchange has installed new equipment, consisting of corn cutters, drives, etc.

The Elkton (Mich.) Co-operative Farm Produce Company has completed a new office and a new 800-ton coal shed.

The Kerr Grain & Hay Company has completed its new elevator at Melvin, Mich., and has equipped it with new machinery.

John W. Eshelman & Sons are operating the plant of the Circleville (Ohio) Mill & Elevator Company which they recently purchased.

The Valley Camp Coal Company has taken over the B. & O. Elevator at Fairport Harbor, Ohio. It will be used for grain and will be operated as the Valley Camp Elevator.

The Michigan Elevator Exchange, Lansing, plans to increase its capital from \$100,000 to \$200,000. The farmers co-operative companies throughout the state own the exchange.

The Farmers Co-operative Company has sold its Centerburg (Ohio) mill to the Sunshine Stores, Inc., Fort Wayne, Ind. The plants at Sunbury and Condit have been taken over by the G. J. Burrer Mill & Elevator Company of Sunbury.

## SOUTHERN AND SOUTHWESTERN

The Arkoma Grain Corporation will build a warehouse at Sallisaw, Okla.

The Western Grain Company is building an addition to its plant at Birmingham, Ala.

C. G. Hilker plans to build a grain elevator on a site which he has bought within the last month at Vega, Texas.

The Hardeman-King Company, Oklahoma City, Okla., plans to increase its capital stock from \$300,000 to \$500,000.

The Farmers Co-operative Grain Association is operating its new 22,000-bushel elevator recently completed at Portales, N. M.

The plant of the Dalhart (Texas) Elevator Company has been recently reconditioned and taken over by the E. G. Beal Grain Company.

Riffe Bros. Grain Company is erecting a 150,000-bushel concrete elevator at Stratford, Texas. They expect to complete the house about the middle of January.

J. J. Daring is contemplating the establishment of a grain and feed business at Chipley, Fla. Mr. Daring sold his elevator at Dothan, Ala., last summer.

The Yukon (Okla.) Co-operative Cotton & Grain Company has been incorporated with a capital

stock of \$20,000. Incorporators are Miles Tuttle, W. L. Four, and J. L. Compton.

The Toles Grain Company, Happy, Texas, has been incorporated with a capital stock of \$10,000. Incorporators are Holland Toles, Leo Potishman, and Young Davitte.

Construction work has started on the 6,000,000-bushel concrete and steel grain elevator which the Galveston (Texas) Wharf Company is erecting, as previously reported.

The Farmers Grain Company is operating its new 30,000-bushel elevator recently completed at Farwell, Texas. The new house replaces the one which burned this fall.

The J. Perry Burrus Elevators are building a 700,000-bushel elevator at Dallas, Texas. The new house will cost approximately \$1,500,000 and will bring the total storage capacity of the house up to 1,500,000 bushels.

Clarence Jones, former grain operator at Hutchinson, Kan., is endeavoring to interest Hutchinson capital in the erection of a large terminal elevator at that point. The new company would operate as the Mutual Terminal Elevators.

George Gano, plans to erect new elevators at Garden City, Lakin, Kendall, and Tennis, Kan., which will be completed in time for the 1930 crop. Mr. Gano recently completed a 60,000-bushel elevator at Garden City, as well as a house at Hartland.

## EASTERN

The Maritime Milling Company, Buffalo, N. Y., plans to enlarge its storage capacity and to install equipment for moistening dry materials.

The Pratt Food Company is completing its new elevator and warehouse at Buffalo, N. Y. The warehouse has a capacity of 4,500 tons of sacked feed.

The warehouse property, recently occupied by the Guilford Grain & Feed Company, Baltimore, Md., was offered for sale at public auction on December 11.

The Kellogg Grain & Elevator Corporation, Buffalo, N. Y., has recently formed an alliance with the Townsend Ward Company to conduct a general grain business. The property includes a modern, lake-front elevator of 1,200,000 bushels' capacity. Godfrey Morgan, of the Kellogg company, will be general manager. Mark Steele, of the Townsend Company, will be in charge of merchandising and handling of grain.

## MINNESOTA AND WISCONSIN

The Farmers Elevator Company, Faribault, Minn., has recently filed petition for dissolution of its company.

The National Grain Company, Duluth, Minn., has been reorganized as the Harbison Grain Company.

Nick Rolling is wrecking the old Currie Elevator at Tracy, Minn., which he recently purchased from D. H. Evans.

The Speltz Grain & Coal Company has sold its elevator at Owatonna, Minn., to the Farmers Elevator Company.

The Farmers Elevator Company, Dunnell, Minn., has enlarged its office and has installed a new electric motor in its plant.

The Capitol Elevator Company, Duluth, Minn., is operating its new 1,400,000-bushel grain storage addition, recently completed.

The Farmers Co-operative Elevator Company, Atwater, Minn., is contemplating the erection of a bulk gasoline and oil station.

The Fleischmann Malting Company is building at Minneapolis, Minn., reinforced concrete grain storage tanks of 500,000 bushels' capacity.

The Osborne-McMillan Company plans to build an elevator at Warren, Minn., to replace the Spalding house which fire recently destroyed.

A large grain elevator is to be erected at Superior, Wis., in the near future, by the Farmers National Grain Corporation, according to information received by the Association of Commerce there. Three sites for the plant are under consideration.

The Farmers Co-operative Company is building a \$13,000 addition to its elevator at Worthington,



Minn. The house has been recently remodeled, as previously reported.

The Hubbard & Palmer Elevator Company, Man-kato, Minn., is moving its offices from the site which they have occupied for some 40 years.

E. E. Lietz is building a new \$20,000 elevator at Eyota, Minn., to replace his house which recently burned. The new concrete structure will be 80 by 60 feet.

The Clintonville (Wis.) Elevator Company has recently been incorporated. Incorporators are L. Burgess, C. Huhn, R. Schmedlike, F. Schley, and C. Binder.

The Co-operative Farmers Northwest Grain Corporation, which is owned and controlled by farmers elevator associations in Minnesota, Montana, and North and South Dakota, has taken temporary headquarters in Minneapolis, Minn., at 724 Flour Exchange Building.

The Great Northern Railroad is adding 239 grain storage tanks, with a capacity of 3,000,000 bushels, to its plant at Superior, Wis. With the new addition, the plant will have a total storage capacity of 13,000,000 bushels. The new tanks are of steel construction and modern design.

## WESTERN

D. J. Poage plans to build an elevator at Yoder, Wyo.

The Colorado Grain & Bean Company has bought the J. N. Sanborn mill at Sterling, Colo.

The Moomaw Grain Company has completed the new addition to its elevator at Walsh, Colo.

A new grain cleaner has been installed in the plant of the Richey (Mont.) Co-operative Elevator Company.

The Post Falls (Idaho) Grain & Mill Company has been recently formed to deal in grain, feed, flour, hay and coal.

The Kenworthy Grain & Milling Company, Tacoma, Wash., has purchased warehouses at Thorp, Wapato, and Kittitas.

The Buhl (Idaho) Flour Mill & Elevator has been reorganized as the Consolidated Milling Company. It is capitalized at \$100,000.

The new 1,500,000-bushel bulk grain elevator which the Fisher Flouring Mills are erecting at Seattle, Wash., is about completed.

The Boyd-Conlee Company plans to increase its grain storage capacity at Spokane, Wash., from 210,000 bushels to 1,000,000 bushels. Estimated cost is \$150,000.

Work has started on the erection of the new 650,000-bushel elevator at Tacoma, Wash., as previously reported. The house is to be completed within eight months.

The Lost Spring (Wyo.) Elevator Company is now operating as Carlton & Son. J. W. Seegrist has sold his entire interest in the business to J. C. Carlton and Lindsey Carlton who now control the company.

The Kirby & Stone Grain Company, Inc., Gillette, Wyo., plans to build next summer a warehouse and feed mill, 19 by 30 by 30 feet. The structure will have a concrete basement and will be equipped with machinery, leg and motors.

The Washington-Idaho Grain Company was recently organized at Tekoa, Wash., with a capital stock of \$50,000. The ultimate plans of the company may include the erection of a new grain elevator in Tekoa. O. G. Hay is president of the company.

O'Laughlin & Bergeson are operating as the Miles City Grain Company the elevator business of Snell Bros., at Miles City, Mont., which they recently bought. Mr. Odegard, one of the former owners of the Snell Bros. Elevator, has purchased the O'Laughlin elevator at Melstone, which he is operating as the Melstone Grain Company.

## ILLINOIS

The Farley Grain Company has completely overhauled its elevator at Leland.

The Orleans (Ill.) Farmers Grain Company has been put on a co-operative basis.

The Farmers Grain Company has added a new truck lift to its plant at Melvin.

The Farmers Grain Company, Roseville, has installed an all-steel automatic truck lift.

Air lift dumps have been installed in the plant of the Buckley (Ill.) Farmers Grain Company.

The Fernandes Grain Company, Middletown, has completed a new corn crib, 14 by 150 feet.

An all-steel truck lift has been added to the equipment of the H. L. Carter plant at Garber.

Verne Blust plans to wreck the elevator at Dahinda which he recently bought at public auction.

A new 20-ton truck scale has been installed in the plant of Fred C. Leach at Reilly Station (Rankin p. o.).

W. E. Orndorff has completed and is operating his new asbestos-covered plant at Mattoon. The plant

replaces the property of the old Mid-West Mill & Elevator Company which was destroyed by fire some years ago.

M. H. Matteson who owns the elevator on the B. F. Poorman estate, at West Union, plans to operate it as an elevator and feed plant.

O. C. Baker is rebuilding his elevator and feed mill at Ashton, which recently burned. A blower and a mixer are being installed.

A 15-horsepower Fairbanks Morse Engine has been added to the equipment of the Allen (San Jose p. o.) Farmers Elevator Company.

The Catlin (Ill.) Grain Company has improved its plant with a new cob burner, and new spouting, and has re-arranged the machinery.

A large corn sheller has been added to the equipment of J. J. Gould & Son at Geneseo. They plan to install a feed mixer in the spring.

The McHenry (Ill.) County Farmers Co-operative Association has put an asphalt shingle roof on its mill, and has remodeled its old machine building.

Fred French is carrying on at Belmont the grain business of his brother, B. French, Jr., who died recently. He is operating under the name of B. French & Sons.

The north elevator of the Natrona (Ill.) Farmers Grain & Coal Company is being rebuilt and equipped with air lift dumps and a 10-ton Fairbanks Scale.

The Roberts & Pearson Grain Company has closed its plant at Burgess because of the discontinuance of the electric railway. Its headquarters are now at Alexis.

The elevator, equipment, and warehouse of R. S. Prunty & Co., bankrupt grain dealers at Grayville, were sold recently at public sale to D. T. Woodward. The consideration was \$7,325.

New equipment recently installed in the plant of the Hartsburg (Ill.) Grain & Lumber Company, consists of new loading-out scales and new spouting. A new warehouse is also being built.

The Federal Grain Company at Block (Sidney p. o.), has improved its equipment with a new truck lift. The company's plants at Gardner and Dwight have been equipped with all-steel truck lifts and grates with steel butterflies.

Two new waterproof concrete pits have been installed in the Farmers Elevator Company's plant at Somonauk. A new ear corn crusher has been installed, the old truck lift and grate reset, and a magnetic separator attached to the feed grinder.

The Federal Grain Elevators, Inc., have made considerable improvements in their plant at Mendota, which include the installation of a rebuilt outside grain drier, construction of a 24 by 60-foot feed warehouse and grinding room, equipped with a 60-horsepower feed grinder.

The Kewanee (Ill.) Farmers Co-operative Company has installed new equipment, consisting of an oat huller and an oat packer, operated by Fairbanks Morse Motors of 10 and 15-horsepower capacity. The company is building a new addition, of frame and iron-clad construction, to house its machinery and to provide additional storage space for sacked products. The addition is 26 by 14 feet.

## INDIANA

A number of coal sheds have recently been added to the plant of the Swayzee (Ind.) Grain Company.

The Farmers Mill & Elevator Company, South Whitley, expects to receive grain in its new elevator by December 15.

The Central States Grain Co-operative, Inc., Indianapolis, has changed its name to Middle States Grain Co-operative, Inc.

The Farmers Elevator Company at Lochiel (Fowler p. o.) has been equipped with a 50-horsepower motor which replaces its gasoline engine.

The Montgomery County Farm Bureau has recently purchased the Farmers Co-operative Grain & Supply Company at Crawfordsville. The business will hereafter be known as the Farmers Co-operative Supply Company.

The Hoosier Grain & Supply Company is the name of the new company recently organized at Bluffton, with a capital stock of \$40,000, as heretofore reported. The company succeeds the Studebaker Grain & Seed Company.

## MISSOURI, KANSAS AND NEBRASKA

O. M. Blevins has purchased the Nye-Jenks Elevator at Foley (David City p. o.), Neb.

Anderson & Bacon have completed a new bean elevator at Bird City, Kan.

The Koehler Company, Geneva, Neb., is installing new equipment in its plant.

The Nye & Jenks Grain Company sold at public auction its plant at Hadar, Neb.

The Farmers Elevator Company, Campbell, Neb., has completed its new office building.

Henry Koelzer has sold his interest in the White Elevator at Seneca, Kan., to his son, Ambrose

Koelzer. The business will continue as the Koelzer Grain Company.

The Kilgore (Neb.) Elevator Company is covering the roof of its house with sheet iron.

The Bailey & Gray Grain Company has succeeded the John Hayes Grain Company at Salina, Kan.

The Farmers Produce & Supply Company has taken over the Krotter & Ward plant at Enders, Neb.

Lloyd Serck is wrecking the old Hering elevator at Jessup (Royal p. o.) Neb., which he recently bought.

The Duff Grain Company has sold its elevator in Louisville, Neb., to the Balden Grain Company of Kansas.

A 20-foot scale with a capacity of 18 tons has been installed in the Moseman Elevator at Hartington, Neb.

A ball-bearing suction fan has been installed in the plant of the Farmers Grain Association of Stromsburg, Neb.

Clark, Rocklage & Fowler Grain & Produce Company, recently incorporated, is completing its new building at Richmond, Mo.

The Farmers Union Co-operative Company has recently purchased the Nye-Jenks Company's elevator at Hooper, Neb.

The Finchville (Neb.) Elevator Company has leased its house to the Lexington Mill & Elevator Company of Lexington.

The Hynes Elevator Company has installed a 10-ton Fairbanks Morse Scale in its plant at Koller, (Heartwell p. o.), Neb.

The Clifton (Kan.) Grain Company has recently purchased the Caywood Elevator which it has equipped to receive grain.

The Trans-Mississippi Grain Company, Omaha, Neb., has cleared for the season its country elevators at Octavia and Sheldon.

A. B. Wilson, whose elevator at Paul, Neb., recently burned, has purchased the old Bartling grain elevator which he is remodeling.

The Farmers Co-operative Elevator & Mercantile Association plans the erection of a 100,000-bushel concrete elevator at Dighton, Kan.

A grain shipping association has been recently organized at Nacora, Neb. William Heeney is president, and L. J. Martin, vice-president.

The T. B. Hord Grain Elevator, which was erected at Gibbon, Neb., in the eighties, is being torn down. The lumber will be sold at public auction.

The Slack Grain & Stock Company, Gordon, Neb., has been incorporated with a capital stock of \$25,000. Incorporators are M. E. and J. L. Slack.

The Newton (Kan.) Milling & Elevator Company has installed in its plant a new 300-horsepower motor, which replaces its old steam plant.

The Peters Grain Company, Greenwood, Neb., has improved its plant with a grain cleaner and separator; a grain drier is also to be installed.

Edward Horman is operating as the Edward Horman Elevator Company the business of the Booth Grain Company which he recently acquired at Malmo, Neb.

The Rock Milling & Elevator Company is building a modern 40,000-bushel elevator at Dighton, Kan. The new house will replace the old one which they recently bought.

The Farmers Co-operative Exchange has completed a 130,000-bushel concrete elevator at Copeland, Kan. The house is equipped with a special carload dumping device.

The Naponee (Neb.) Elevator Company, recently organized, bought the elevator of the Naponee Equity Exchange at public auction. H. M. Heinicke is manager of the new company.

The Dodge City (Kan.) Terminal Elevator has completed the large grain containers of the first 500,000-bushel unit of its new 2,000,000-bushel elevator, plans for which were previously reported.

The Roose Elevator, Valentine, Neb., is increasing its grain storage capacity with the building of a new addition, 22 by 40 by 43 feet. The addition will also house a complete grinding and sacking plant for feed.

Henry Wilhelm is building a new 10,000-bushel elevator at Millard (Hosington p. o.) Kan. The house replaces the old one which recently collapsed under a heavy load. The old equipment will be installed in the new elevator.

C. W. Hawk is operating his 20,000-bushel grain elevator which he erected recently at Woods (Liberal p. o.), Kan. The house is studded and iron-clad. It has a capacity for elevating 2,000 bushels an hour. A 10-horsepower Fairbanks Morse Gasoline Engine furnishes power.

The wheat producers of Syracuse, Kan., have organized to build a 100,000-bushel grain unit under the plan of the national grain corporation. The farmers will subscribe 20 per cent of the cost, and the Government will loan the remaining 80 per cent for 20 years at 4 per cent.



## CANADA

The Maple Leaf Milling Company is operating its new 1,000,000-bushel elevator recently completed at Port Colborne, Ont.

Four grain elevators of 2,000,000 bushels capacity each are to be built at Churchill, Man., it is reported. Work has already started on one house.

Construction work has started on the 5,500,000-

bushel elevator at Prescott, Ont., as previously reported. A concrete wall 800 feet long will be built, and the elevator will be 1,345 feet long.

The Great Lakes Elevator Company is operating the new 2,000,000-bushel addition to its house at Owen Sound, Ont. The total grain storage capacity of the Georgian Bay Elevators, with which the above company is affiliated, is now 4,000,000 bushels.

## OBITUARY

**ALLEN.**—Earl Allen, manager of the Farmers Elevator Company at McGirk, Mo., died recently. His widow and one daughter survive him.

**BROWN.**—Clark Brown, of the Clark Brown Grain Company, died December 1 at his home in Nevada, Iowa. He also owned elevators at Mingo, Bondurant, Fernald, Nevada, Minburn, Angus, Rippey, Paton, and Lena, Iowa. He was 50 years old.

**BROWN.**—George F. Brown, former president of the National Hay Association, and West Virginia representative of the Always-A-Head Mills, East St. Louis, Ill., died recently at Charleston, W. Va. (See further details elsewhere in this issue.)

**BURKS.**—C. A. Burks, manager of the Rankin (Ill.) Grain Company, committed suicide on November 12. He lived in Decatur. His widow survives him.

**COBB.**—Stephen L. Cobb, manager for 20 years of the Sheffield Elevator Company, Minneapolis, Minn., died recently at his home in Hopkins. He was 49 years old. His widow and a son survive him.

**CORNELI.**—Adolph Corneli, founder of the Corneli Seed Company 40 years ago, and veteran member of the St. Louis Merchants Exchange, died suddenly of heart trouble.

**DAY.**—Edwin C. Day, operator for many years on the Chicago Board of Trade, died of pneumonia on November 21 at his home in Evanston. He was 75 years old. His widow, a son, and two daughters survive him.

**DETWEILER.**—Abel S. Detweiler, vice-president of the Eureka Elevator Company, Brown City, Mich., died November 14, following a short illness. He was 78 years old. His widow and three daughters survive him.

**EDWARDS.**—W. H. Edwards, grain buyer, formerly of Vici, Okla., killed himself in the garage of his home at Woodward, Okla. His widow and three children survive him. He was 45 years old.

**GARRY.**—Thomas F. Garry, operator of the Garry Grain Company Ledyard, Iowa, died suddenly at the home of his sister. Mr. Garry had managed elevators in Minnesota and Iowa for the past 35 years. His son, William Garry, who operated the business with him, survives him.

**HANSON.**—Carl E. Hanson, organizer of the Hanson Malting Company, now the Froedtert Grain & Malting Company, Milwaukee, Wis., died recently in Lucerne, Switzerland. Mr. Hanson was a grain broker in New York for a number of years, and retired in 1928. His widow, two sons and a daughter survive him.

**HATTERSLEY.**—Frederick Hattersley, veteran member of the Merchants Exchange, St. Louis, Mo., died recently of bronchial pneumonia. He was 83 years old.

**HAWKINS.**—N. E. Hawkins, one of the directors of the Peoples Grain Company, Brocton, Ill., died recently of heart trouble. He was 70 years old.

**HODGE.**—John C. Hodge, associated with the Atlas Milling Company, Los Angeles, Calif., and formerly president of the Los Angeles Grain Exchange, died November 16 at San Francisco.

**HOLLIDAY.**—George T. Holliday, member of the Chamber of Commerce, and head of R. S. Jackson & Co., Baltimore, Md., died November 25 of heart failure.

**KIBLER.**—Charles W. Kibler, senior member of C. W. Kibler & Sons, died November 15 at his home in Chestertown, Md. He was 71 years old.

**LANE.**—John Lane, retired grain operator of Buffalo, N. Y., died December 9 of heart failure. Mr. Lane was formerly superintendent of the Dellwood Elevator. He was 76 years old. (See further details elsewhere in this issue.)

**LEE.**—Henry B. Lee, manager of the Farmers Elevator Company, Abercrombie, N. D., died recently. H. J. Strand succeeds him as manager of the business.

**McGREGOR.**—George McGregor, formerly associated with John McGregor & Co., Minneapolis,

Minn., died at his home there November 19. He was 73 years old. His widow, two daughters, and two sons survive him.

**MILLER.**—G. A. Miller, manager of the Bushnell (S. D.) Grain Company, died recently at Rochester, Minn.

**MILLER.**—John C. Miller, a former grain and feed dealer at Minneapolis, Minn., was drowned recently in Lake Waconda.

**MILLER.**—Thomas J. Miller, grain and feed dealer at Wellsburg, W. Va., for many years, died at his home in Lakewood, Ohio. He was 75 years old.

**MILLS.**—Thomas Franklin Mills, grain dealer at Kerwood, Ont., for many years, died recently at his home in Toronto.

**MURRAY.**—William D. Murray, vice-president of

the Springfield (Mo.) Seed Company, died suddenly. His widow and two daughters survive him.

**O'HALLORAN.**—Frank O'Halloran, grain and livestock dealer at Cylinder, Iowa, for the past 32 years, died November 19 at his home in Emmetsburg. His widow, a son and a daughter survive him.

**PENCE.**—George W. Pence, president of the Fletcher Grain & Supply Company, Sidney, Ohio, died November 29. He was ill with influenza. He was 77 years old.

**PRESTON.**—Leonard L. Preston, president of Pekin (Ill.) Farmers Grain Company, died recently in the Methodist hospital at Peoria. (See further details elsewhere in this issue.)

**RECTOR.**—W. E. Rector, elevator foreman of the New Era Milling Company, Arkansas City, Kan., died. His widow and three sons survive him.

**ROSZELL.**—Calvert T. Roszell, president of Roszell Hay & Grain Company, died suddenly at his home in Lexington, Ky. His widow, a son and a daughter survive him.

**RUSSELL.**—John K. Russell, retired pioneer grain man of Iowa and Wisconsin, died November 20 at his home in Milwaukee. He was 85 years old.

**SWEENEY.**—Daniel Sweeney, veteran grain dealer of Arlington, Minn., died in Minneapolis, November 13. His widow and nine children survive him.

**WALTERS.**—John G. Walters, member of the Chicago Board of Trade for 35 years, died November 13, following a brief illness. He was 71 years old. Mr. Walters was formerly president of Walters Bros. His widow and three daughters survive him.

**WESTRAND.**—John F. Westrand, grain operator at Laurel, Neb., and former member of Saunders-Westrand Grain Company, Omaha, died recently at his home in Laurel.

## HAY, STRAW AND FEED

The L. & G. Feed Company has opened a store in Aledo, Ill.

The Landess Feed & Grain Company has recently opened at Van Buren, Ind.

The Jarrell Feed Company, Thorntown, Ind., has moved into larger quarters.

P. W. Davis has installed a belt-driven feed mixer in its plant at Leipsic, Ohio.

The Kelley Feed Store has installed a feed grinder in its plant at Hudson, Wis.

Peter Glinski has installed a belt-driven feed mixer in his plant at Kenosha, Wis.

Thomas F. Callihan has installed a Jay Bee Feed Grinder in his plant at Carthage, Ill.

The Clinton (Ohio) Elevator has installed a feed grinder and a feed mixer in its plant.

The Farmers Elevator Company is erecting a storage feed house at Harcourt, Iowa.

The Wm. R. Burt Grain Company has installed a feed grinder in its plant at Galt, Iowa.

Electric motors have replaced gasoline power in the J. S. Karcher plant at Herscher, Ill.

The Muskogee (Okla.) Mill & Elevator has installed a large feed grinder in its plant.

C. P. Bauer has added a belt-driven feed mixer to his equipment at West Lafayette, Ohio.

A. G. Smith has installed a motor-driven Haines Feed Mixer in his plant at Grafton, Calif.

Elmer Wise has equipped his feed store at Lady-smith, Wis., with a feed grinder and mixer.

The Lytton (Iowa) Grain Company has built an 18 by 28-foot addition to its feed department.

E. D. Steenrod has equipped his plant at Delavan, Wis., with a motor-driven Haines Feed Mixer.

The Hunting Elevator Company has improved its plant at Lake City, Minn., with a feed grinder.

Walschmidt & Schneider have improved their plant at Metamora, Iowa, with a 2½-ton feed mixer.

The Walworth (Wis.) Lumber Company is operating its new feed plants at Walworth and Zenda.

Fred A. Wendt has equipped his plant at Parker, S. D., with a 50-horsepower Jay Bee Feed Grinder.

M. W. Zimmerman has installed a belt-driven Haines Feed Mixer in his plant at Hutchinson, Kan.

H. C. Timm is operating a flour and feed business in connection with his elevator at Hayton, Wis.

G. P. Rose & Co., feed manufacturers, has sold its interest in the Rose Seed Company, Nashville, Tenn., to John D. Covington and D. P. Durban. The Rose company which has been in the feed

business for over 50 years, will continue its business.

The Fernandes Grain Company is building a corn crib addition to its plant at Croft (Fancy Prairie p. o.), Ill.

The Equity Elevator & Trading Company, Sheyenne, N. D., is building large coal, flour and feed sheds.

Raabe Bros. have equipped their plant at Ft. Jennings, Ohio, with a motor-driven Haines Feed Mixer.

The Northland Seed Company has installed a 50-horsepower feed grinder in its plant at Sidney, Mont.

A motor-driven Haines Feed Mixer has been added to the equipment of Irvin T. Fangboner at Bellevue, Ohio.

The Bush Feed Store has opened a branch at Ainsworth, Iowa, under the name of the Ainsworth Feed Company.

E. L. Matthews, veteran feed store and mill operator at Crookston, Minn., has moved his business to a new location.

The Hyre Feed & Storage Company, Buckhannon, W. Va., has been incorporated by Laura B. Hyre and J. A. Horentz.

The Cornell (Iowa) Elevator & Lumber Company plans to install new scales that will accommodate the largest trucks.

W. R. Kaufman is building a 12 by 26-foot feed plant, at Salem, S. D., which will house a 50-horsepower feed grinder.

D. W. Lacy has purchased the San Fernando (Calif.) Feed & Seed business which he is moving to another location.

The Missouri Farmers Association has equipped its plant at Springfield, Mo., with a 100-horsepower Jay Bee Feed Grinder.

The Biddison Coal & Grain Company has installed a 30-horsepower Jay Bee Feed Grinder in its plant at Leon, Iowa.

The Carlton County Produce Company has installed a motor-driven Haines Feed Mixer in its plant at Moose Lake, Minn.

The Hi-Grade Feed & Supply Company has been opened at Reseda (Zelzah p. o.), Calif., by Wilbur Goodwin and Paul A. Boileau.

The Wake Feed Company, Oskaloosa, Iowa, has opened a feed and produce branch at What Cheer. Harley McClain will be in charge.

The Mason (Mich.) Elevator Company has installed a molasses feed mixing plant and has built an 8,000-gallon concrete tank for the storage of



molasses. The company has installed an additional 20-horsepower motor to operate the plant.

W. E. Ropes & Son are operating in their new buildings at Burlington and Sedro Wooley, Wash. They handle feed, grain, hay and flour.

The Fullerton (Neb.) Elevator & Mill has equipped its plant with a 75-horsepower feed grinder with a magnetic separator attached.

R. A. McClelland has improved his elevator at Dwight, Ill., with two 1½-horsepower Fairbanks Morse Electric Motors, and three truck dumps.

The Amco Service Store of the American Milling Company, operating at Janesville, Wis., has changed its name to the Sunshine Feed Store.

H. N. Jensen & Sons are building a 28 by 75-foot addition which will be used for the retail end of their feed and seed business at Estherville, Iowa.

The Farmers Co-operative Association has improved its plant at Boyden, Iowa, with a one-ton batch mixer, equipped with a five-horsepower motor.

The American Commercial Alcohol Corporation, Pekin, Ill., plans to rebuild its feed house which was destroyed by fire on December 7. The new structure will cost approximately \$150,000.

The Taylor Grain Company, Van Alstyne, Texas, has installed a feed grinder and a 10-ton batch mixer. The equipment is electrically operated. The company plans to manufacture sweet feed later.

The American Milling Company, Peoria, Ill., and the McMillen Company, Fort Wayne, Ind., constituents of Allied Mills, Inc., Chicago, are establish-

ing a chain of retail feed stores. Ten stores have already been opened in Indiana, Illinois, and Wisconsin, under the name of Sunshine Stores, Inc. The headquarters are at Fort Wayne, Ind.

The Ferguson & Cies Feed Company, Inc., has been recently organized at La Salle, Ill. The company will deal in feed, grain, and farm implements. It plans to open a branch store in Ottawa, shortly.

The Cutler Dickerson Company is installing a 60-horsepower feed grinder, equipped with a magnetic separator, in its plant at Adrian, Mich. A cold process molasses mixer is also included in the equipment.

A bean warehouse is being built at Duffield (Swartz Creek p. o.) Mich., by Clare Holmes. A ball-bearing cleaner, operated by a 12-horsepower gasoline engine will be installed. A feed grinder may be added later.

The recently merged companies of Ware & Barnstable at Litchfield and Hillsboro, Ill., and Barnstable & Schaper, of Pana, Nokomis, Taylorville and Assumption, are operating as the Barnstable Feed & Supply Company, Inc.

The Amboy (Ind.) Grain Company has improved its plant with new feed machinery. A large corn crib has been converted into a feed warehouse. New floors have been placed in the house, and the office space has been doubled.

S. H. Van Gorden & Son have moved into their new feed plant at Black River Falls, Wis. The building is 50 by 100 feet and of tile construction. It houses a feed grinder and a one-ton mixer and has storage capacity in addition.

spring season. In short, no effort was made to interest buyers by naming lower prices and, although a few varieties are a shade lower than they were a month ago, the tone of the market as a whole is described as very steady.

From some quarters it was stated that the drastic wiping-out of many margin accounts in Wall Street which forced heavy liquidation by holders of other commodities, had almost no effect in the seeds market. In other quarters the opinion is expressed that the resultant great unsettlement in financial circles generally served to restrict buying of seeds for winter storage and it is pointed out that this conservative attitude among buyers probably prevented prices for certain seeds from rising to even higher levels.

Exports of Timothy during the month were about 2,630 bags, against about 5,410 for the preceding month. Exports of Kentucky bluegrass seed were about 410 bags against about 1,180 bags. Domestic Red Clover remained unchanged at 21 cents, while the imported variety is one-half cent lower at 18 cents, duty-paid. About 950 bags were received from Danzig. White Clover is unchanged at 25 cents with arrivals of about 585 bags against 1,090 for the previous period. Imported English Ryegrass is also unchanged at 9¼ cents duty-paid. The month's arrivals were about 2,155 bags, including about 375 from Argentina, against the previous total of 2,120 bags.

### TIMOTHY SEED HIGHER

The December report of the Bureau of Agricultural Economics states that growers of Timothy seed were fairly free sellers during the two weeks ended November 26. The bureau estimates that they had sold about 85 per cent of the crop up to that date, compared with 80 per cent last year and 75 per cent two years ago. During the two weeks movement was more active in southern Minnesota, northern Ohio and southeastern Iowa than in the other districts. Thus far the most rapid movement has taken place in the Iowa and Missouri districts.

Prices advanced about five cents a 100 pounds during the two weeks. On November 26 prices to growers ranged \$4.10 per 100 pounds, basis clean seed, in northeastern South Dakota and \$4.50 in southwestern Iowa and northern Ohio to \$4.85 in Illinois and \$4.95 in northeastern Iowa. In the important districts prices averaged about \$4.65, compared with \$4.60 a year ago and \$3 two years ago.

### EXPORTS LIGHT

Exports of Timothy seed thus far in 1929 have been lighter than last year, but during September and October they were heavier than those of the corresponding months of 1929. During the two weeks ended November 30, about 218,270 pounds were exported from two Atlantic ports, compared with 82,900 pounds during the corresponding period last year and 996,800 pounds two years ago.

### HOOSIER SEED NEWS

By W. B. CARLETON

There has been little change in the trade situation with the wholesale and retail seed dealers of Indiana during the past month. There has been a slight slump in trade, which was expected for this season of the year. Many of the retail seed dealers have been taking inventory during December and getting in shape to start the new year. Both dealers and wholesalers are quite optimistic regarding trade for the coming year and feel as if the volume of business will be larger than that of the present year.

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Mrs. Mary Ketcham, 56 years old, wife of Robert Ketcham, well-known seed and feed dealer at Boonville, died suddenly at her home in that city on December 4.

\* \* \*

Henry Fulcher, 89 years old, one of the pioneer corn raisers of Pike County, who had raised corn for the past 75 years consecutively, at times having raised as much as 20,000 bushels in a single year, and William W. Jackson, another Pike County farmer and Union soldier, who is 84 years old, who has raised corn in that section for over 50 years, had a corn show of their own in Petersburg, Ind., on November 27. It attracted considerable attention.

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In letters to Senator Smoot, of Utah, and Senator Simmons, of North Carolina, chairman and ranking minority member, respectively, of the senate finance committee, Louis Ludlow, representative in congress from Indiana, urged an adequate tariff on soy beans and soy bean products as a boon to the Indiana farmers, whom he pictured as being discouraged "almost to the point of despair." Ludlow said in his opinion that a tariff on soybeans probably would do more for agriculture than any other tariff.

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A grain and poultry show is scheduled to be held at the soldiers' and sailors' memorial coliseum at Evansville in January and the event is expected to

## FIRES—CASUALTIES

Trilla, Ill.—Fire destroyed the hay warehouse of the Arnold Company.

Scranton, Kan.—F. E. Michael's elevator burned recently, causing a loss of \$5,000.

Radville, Sask.—Fire destroyed the grain elevator of the Mitchell Elevator Company. It contained 10,000 bushels of grain.

Herndon, Va.—Fire destroyed the garage and additions of the Hoge Grain & Feed Company's plant on November 18.

Yoakum, Texas.—Fire, caused by spontaneous combustion, recently damaged the warehouse of the Wendt Grain Company.

Seven Mile, Ohio.—W. L. Shaeffer was injured recently when he stepped into the shaft of his elevator and fell several feet.

Oxford, Mich.—Fire, thought to have been of incendiary origin, recently destroyed the elevator of the Taylor M. Cole Company.

Forsyth, Ill.—The grain and coal plant of Victor C. Dewein was damaged considerably by a recent fire which started in the drier.

Midland, Ill.—Fire recently destroyed the office of the Kenney Elevator Company. Defective wiring is thought to have caused the fire.

Rugby, N. D.—Fire destroyed the elevator and mill of the Rugby Milling Company on December 2. The fire started in the driveway between the mill and the elevator.

Grover, Colo.—Kenry Knuppel, director of the Grovers Farmers Inc., was seriously injured while reloading a shotgun. It was feared at the time that he might lose his sight.

Ayrshire, Iowa.—Fire recently destroyed the Farmers Elevator containing 15,000 bushels of oats, and 3,000 bushels of corn. The loss, approximating \$35,000, is covered by insurance.

Ayr, N. D.—Fire destroyed the elevator of the Ayr Farmers Co-operative Elevator Company on November 27, causing a loss of \$50,000. The elevator was practically filled with grain.

Le Sueur, Minn.—The elevator of R. E. Jones Company burned November 14, causing a loss of \$45,000. The contents of the elevator, 30,000 bushels of grain, valued at \$25,000, also burned.

Harlem, Mont.—Fire destroyed the house of the Imperial Elevator Company and 12,000 bushels of grain. The buildings and contents were insured sufficiently to cover the loss, it is believed.

Pekin, Ill.—Fire, started from a dust explosion in the dryer room, destroyed the feed house of the American Commercial Alcohol Corporation on December 7. The feed house was formerly the old Hamburg distillery. It had recently been remodeled and equipped with new machinery at a cost of \$75,000.

Medberry, N. D.—Fire damaged the elevator of the Farmers Union Elevator Company and destroyed the feed mill and 20,000 bushels of grain.

Thomas McDermott, who operates the elevator, will continue business in the old house for the present. Arrangements for grinding feed have also been made.

Castleton, Kan.—Fire destroyed, early in November, the plant of the Castleton (Kan.) Farmers Elevator Company. The plant is owned by Herman R. Garber and A. D. Layman.

Parshall, N. D.—Fire destroyed the Woodworth grain elevator on November 28, causing an approximate loss of \$60,000. The house contained 35,000 bushels of wheat. Two explosions preceded the fire.

Manchester, Okla.—The elevator of the Midland Flour Milling Company, Kansas City, Mo., burned November 22. The house, which had 10,000 bushels capacity, contained a car of wheat at the time of the fire.

Chicago, Ill.—Fire recently damaged the Michigan Central grain elevator located at 124th Street and Cottage Grove Avenue, causing a loss of \$20,000. The fire is thought to have started in the boiler room.

Haines, Ore.—The grain elevator of E. W. Hearing was recently destroyed by fire started by a dust explosion. A warehouse and two railroad cars were also destroyed. The night watchman was seriously burned.

Breckenridge (Berry p. o.), Ill.—Fire destroyed the Breckenridge Elevator, owned by C. W. Frame & Co., Rochester, Ill. A small quantity of grain and several box cars were also destroyed. The loss is estimated at \$20,000.

Edgar, Mont.—Fire recently destroyed the Markuson Elevator and adjoining railroad property. The contents of the house, 10,000 bushels of grain, were destroyed, and a string of freight cars was damaged. The loss has not been determined.

Kansas City, Mo.—A serious fire, which defective wiring started in the roof of the Rudy-Patrick Seed Company's Elevator was checked in time to prevent destruction of the grain and seeds stocks. The top of the concrete elevator was destroyed.

## FIELD SEEDS

### NEW YORK SEED MARKET DULL BUT STEADY

By C. K. TRAFTON

Distributors of bird seeds in the metropolitan district reported a moderate business during the period under review, but as far as field and grass varieties were concerned it was quite evident that the market had definitely settled into its customary winter dullness. However, as this condition is entirely seasonal, no dissatisfaction was expressed and the trade was satisfied to limit its activities almost entirely to the usual preparations for the



attract many visitors from counties in southern Indiana, southern Illinois and western and northern Kentucky.

\* \* \*

J. A. McCarty, of the McCarty Seed Company at Evansville, who some time ago started retail branch stores at Vincennes and Terre Haute, has had a very successful year. He looks for a very good trade during the coming year.

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J. Omer Smith, manager of the Igleheart elevator at Cynthiana, Ind., underwent a major operation in a hospital at Evansville recently and now is getting along all right.

\* \* \*

Carroll Williams, living near Carthage, Ind., has received word that his average of 104.95 bushels an acre of corn was the highest yield in Rush County this year. He has received the Rush County cup that goes to the winner in this event each year.

\* \* \*

Reports from many of the counties of the state show that the growing wheat crop is looking unusually good for this season of the year, although in some counties the acreage is less than that of this year. The mild open weather that prevailed during the fall months caused the wheat to grow rapidly and the grain has taken a deep root and is now in shape to stand a severe winter season. Farmers and grain men say the crop will weather the winter all right. The cold weather that prevailed late in November had the effect of stopping the fly that had appeared in early-sown fields.

## URUGUAY BUYS SEED CORN

At a recent session of the general assembly of the Uruguayan government, it was decreed that 150,000 pesos (\$147,000) should be placed at the disposal of the official seed commission, for the purchase of corn for seeding purposes during the present agricultural year, according to a report from C. Carri-gan, American Consul General at Montevideo. This corn will be given to farmers on credit at the price of five pesos per 100 kilograms (about \$1.25 per bushel).

The official seed commission will take precautionary steps to insure that the seed delivered on credit shall be used for seed by the farmers. The corn imported for this purpose is exempt from the payment of duties or port charges.

## FLAXSEED SUPPLIES SMALLER

Supplies of flaxseed for the 1929-30 season from present indications will be smaller than last year, according to the quarterly flax market review of the United States Bureau of Agricultural Economics. North American harvests are much below those of 1928 and present prospects point to a smaller crop in Argentina. Domestic flax prices advanced to the highest point since 1923 in September but have since declined somewhat, reflecting the sharp downward trend in grain prices and improved prospects for the Argentine crop. Domestic supplies of flax are the smallest since 1922 and are passing rapidly into consuming channels.

The domestic commercial supply of flaxseed for the 1929-30 season totals about 18,570,000 bushels, the smallest since 1922-23. This is nearly 3,000,000 bushels less than the short domestic supply for the season just passed. The 1929 production, based on conditions November 1, was placed at 16,060,000

bushels, the smallest harvest since 1922 when only 10,375,000 bushels were produced. The average seeded last spring was the largest since 1924, but the yields were sharply reduced by drought during the summer months. The carryover of old crop flaxseed in crushers' hands and in store at the principal markets was unusually small, reflecting the small 1928 crop and the active demand for flax and its products. Stocks in store at the major terminal markets were about equal to those of recent years, but factory and warehouse stocks were smaller. Stocks of linseed oil were also reduced.

## CANADIAN CROP CUT

The 1929 Canadian crop was officially estimated at a low figure only about 55 per cent of last year's small crop. As in this country, the small harvest was due to low yields as the result of drought as the acreage seeded was about equal to that of the previous year. Supplies of old seed in Canada in all positions, August 1, totaled only about 561,500 bushels, or about one-half as large as the carryover at the beginning of the season. The decrease in stocks was largely in the terminal elevators and in grain in transit. Domestic crushers can hardly look to Canada for seed to supplement their short supplies. Total North American supplies of flaxseed for the present crop year total nearly 23,000,000 bushels, or about 80 per cent of last year.

The quality of old crop seed in Argentina and India is small reflecting heavy shipments to United States and Europe and less seed will likely be available for shipment from Argentina during the remainder of their season than in recent years. India will probably export slightly more from the first of November to the close of her season than in the corresponding period of recent years.

Little definite information is available relative to the size of the 1929-30 Argentine crop which will be harvested in the latter part of December and will be an important supply factor during the first half of 1930. The area sown is below the final estimate of last year and drought has delayed and hindered sowing an early growth. It is unlikely yields will be equal to those obtained last year.

The reduced domestic supply this season is evidenced by the movement from farm to market and the small terminal accumulations. Receipts of flaxseed at Duluth, Minneapolis and Milwaukee from the beginning of the season to the first of November totaled about 8,200,000 bushels compared with slightly over 10,500,000 bushels and 12,900,000 bushels in the same period last year and two years ago, respectively. Receipts at Duluth during September and October were nearly as large as during those months last year, but they were considerably smaller at Minneapolis. Shipments to these markets for the season generally represent a very large percentage of the total crop and during the first two months of the season, approximately 50 per cent of the receipts are received. Conditions have been fairly favorable for the marketing of the crop so far this season and if the crop as estimated, November 1, is realized, farm supplies are now smaller than a year ago and marketings from now on to the end of the season will be correspondingly smaller.

Stocks at terminal markets have accumulated very slowly so far this season. In each of the past three years terminal market stocks have been very small at the beginning of the crop year, September 1. This season they aggregated only about 160,000 bushels. About the middle of November, stocks in recent years have reached their seasonal maxi-

mum. On November 12, 1927, 7,159,000 bushels were in store at the principal markets; on November 17, 1928, 2,938,000 bushels; but on November 9, 1929, only 1,094,000 were in store. Market stocks usually decline rather sharply in the latter part of November and early in December. In view of the present small farm and market stocks and probable smaller marketings the remainder of the season, supplies in these positions will continue light until the 1930-31 season.

## STATE SEEDS FOR BOLIVIAN

A recent decree of the Bolivian government provides for the creation of a farm board, to be headed by the Minister for Agriculture, according to a report from Edward G. Turblood, American Vice-consul at La Paz. The other members of the board include a representative of the president of the republic, as well as various other members of the administration's official staff.

The special purpose of the farm board is to stimulate the production of wheat, although its functions will no doubt be broadened to include aid to the growers of other agricultural products.

Selected seeds and fertilizers are to be furnished to farmers at cost, and experimental farms for the production of wheat seed are to be established in the various wheat producing sections of the country. The government will aid in any way possible the formation of farmers co-operatives and will encourage the purchase of co-operative machinery. Co-operative marketing is also to be aided.

## SEED CLOVER MOVES SLOWLY

Movement of Red and Alsike Clover seed continued to lag during the two weeks ended November 19. In a bulletin issued December 2, the United States Bureau of Agricultural Economics estimates that up to that date 35 to 40 per cent of the Red Clover and 50 to 55 per cent of the Alsike Clover seed had been sold by growers. At a corresponding time last year, 55 per cent of the Red Clover and 65 per cent of the Alsike Clover seed had moved.

Prices offered to growers for Red Clover fell off in the majority of districts resulting in an average decline of about 20 per cent per 100 pounds. Declines in the prices of Alsike Clover in some districts were offset by advances in others. Red Clover prices were about \$11.85 lower than last year and \$9.40 lower than two years ago. Alsike Clover prices were about \$13.15 and \$8.10 per 100 pounds lower, respectively, than one and two years ago.

## CLAIMS OHIO OATS EQUAL NORTHERN SEED

Oats shipped into Ohio from states to the Northwest and from Canada, although heavy, bright and of good quality, are not better than home-grown oats for seed in Ohio, according to L. E. Thatcher, associate agronomist of the Ohio Agricultural Experiment Station.

The quality of oats is determined largely by the soil and by the local weather during the growing and ripening period. Many farmers who buy imported seed on the basis of its fine appearance hope that the crop harvested will retain the good quality of the seed sown. Almost without exception the crop harvested is no better than crops from home-grown seed.

In an experiment at Wooster, 60-day oats from the North has been compared every year for 13 years with home-grown seed of the same variety. New seed was obtained each year from the North Dakota Experiment Station. The average yield from the northern seed was 69 bushels per acre, from the home-grown seed 66.7 bushels, a difference (Continued on Page 389)

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of only 2.3 bushels per acre. The test weights of the crops were practically the same.

Oats of high quality are grown in the north largely because of the cool weather which extends well into the summer and the longer period of daylight during the growing season. Then, too, the test weight per bushel is frequently increased to 40 pounds per bushel by rubbing or clipping. The purchaser should also bear in mind that oats are sold on the basis of 32 pounds, the legal weight per bushel, and not by measure.

If these facts are remembered, Mr. Thatcher sees no good reason why northern seed may not be used provided the right variety is obtained. But this is important as many varieties commonly grown in the north are not adapted to Ohio and they are likely to prove disappointing.

The following varieties are well adapted to northern Ohio: Victory, Improved American, Silvermine, Lincoln, Big Four, and 60-Day or selections of 60-Day developed by the experiment stations of the northern states. The early varieties of the 60-Day group may be safely seeded in central and southern Ohio.

## MILLET SEED AT HIGHER PRICES

The 1929 crop of millet seed moved from the hands of growers at about the same rate as the 1928 and 1927 crops. The United States Bureau of Agricultural Economics estimates that over 40 per cent of the crop has been sold. In the important producing districts prices has averaged about \$2 per 100 pounds, basis clean seed, or about 25 per cent higher than a year ago.

The quality of the crop was regarded as fairly good by shippers. About 45 per cent of those who reported indicated it to be good and about 10 per cent regarded it as poor.

## RATE AWARD TO SEED FIRM

The Nebraska Seed Company, Omaha, Neb., has been awarded reparation on Sweet Clover seed rates paid to the Chicago, Burlington & Quincy Railroad Company. In making the award, the Interstate Commerce Commission found present rates on Sweet Clover seed from North Dakota, Minnesota, and Wisconsin to Omaha not unreasonable or otherwise unlawful.

The seed tariffs under which the protested rates were collected, however, were declared by the commission to have been excessive.

## SWEET CLOVER SEED FOR SOWING IN WHEAT

Seed dealers and some elevator managers will find the information on wheat-clover seeding from the Ohio Experiment Station worth handing on to their customers.

Sweet Clover seed in the hull sown in Winter wheat at wheat seeding time and in December in experiments at Wooster, and in January and in February at Columbus, has given satisfactory stands, according to C. J. Willard and L. E. Thatcher, associate agronomists of the Ohio Agricultural Experiment Station.

In the light of these results, they suggest that farmers who have found it difficult to obtain stands of Sweet Clover in wheat try sowing unhulled or unscarified seed, early enough to insure a considerable amount of freezing and thawing. Although the agronomists are not certain that early sowing of seed in the hull or even of unscarified seed will be superior to sowing scarified seed somewhat later in wheat, the experiments decidedly favor the early seeding.

Sowing scarified Sweet Clover seed in honey-combed ground, as Red Clover is sown, has not always been successful. Scarified Sweet Clover seed germinates more quickly than Red Clover seed, two or three days of warm weather often causing many seeds to sprout. Then a drop in temperature below freezing kills many of the sprouted seeds.

Most Sweet Clover seed as harvested is covered

with a water proof layer which prevents germination until it is broken. Freezing and thawing, it was explained, will break the hull, but when the unhulled seed is sown after freezing weather only a small percentage will grow.

## PRICE STATISTICS TO GUIDE THE SEED DEALER

By W. P. WOOD, JR.\*

Price forecasting is the most important factor in any seed business. It is necessary to have good cleaning equipment and a live sales department, but where money is made and lost in the seed business is in buying. Of all the literature about seed prices and crops, I have never seen anyone give the rules governing seed price movements. Yet that is what I will attempt to do.

In order to forecast seed prices, I have studied what they did in the past. I took my data from the books of T. W. Wood & Sons, making all prices f. o. b. Richmond, Va. I studied 62 field seeds, 40 garden seeds and six poultry foods. For the field see varieties, a price was taken for each week, where available. The weekly prices were averaged into months and the months into crop years. For garden seeds, the contract and selling prices were taken for each year.

For field seeds, the cost prices were obtained back to 1900, and the prices at which we sold at wholesale back through 1914. The five-year pre-war average was computed for all cost prices.

For garden seeds, the cost, wholesale and retail prices were obtained through 1915. The index numbers of the 40 garden seed varieties were averaged together, giving a separate series of index numbers for cost, wholesale and retail prices.

To get the reasons for more significant price movements, opinions were obtained from authorities of the seed trade, agricultural economists and others. It has been found that under certain conditions a price will respond in a particular way and a few principles governing seed price movements have been drawn up. However, it must be kept in mind that prices are governed by many factors and a certain rule may not have the predicted effect because it has been overbalanced by some other stronger factors.

Many different movements are generally taking place at the same time in any series of prices. Some of the most important are:

- Movements due to changes in the general price level or value of the American dollar.
- Secular trend or long-time changes.
- Seasonal fluctuations, cycles or short fluctuations from year to year.
- Fluctuations within a season or crop year.
- Changes of the relation between cost, wholesale and retail prices.

Changes in the general price level or value of the American dollar in terms of what it will buy have influenced seed prices more than any other factor in recent years. During the war the wholesale price level of all commodities rose to 234 or the pre-war average. This is reflected in every variety of seeds. A merchant sometimes bought a carload of seed and before paying had its value rise 25 per cent. Many seedsmen made greater profits in two years then than in the last 10 years. The deflation of 1921 put more seed firms into financial difficulty in one year than in the previous twenty years.

A safe rule to follow is: When the price level is rising buy freely and carry large stocks; when it is falling buy from hand to mouth.

At present, interest rates are high, prices are falling or remaining stationary, and hand to mouth buying is advisable.

\*His address, in part, to the American Seed Trade Association in Chicago.

(Continued on Page 390)

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2 1/4	.13	.15	.17	.21	.25
3	.15	.17	.20	.25	.30
3 1/2	.17	.20	.23	.29	.34
4	.19	.21	.25	.31	.37
4 1/2		.24	.28	.35	.42
5		.26	.31	.39	.46
6		.31	.37	.46	.55
7		.37	.43	.54	.65
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## LONG-TIME CHANGES

The second major movement of seed prices is the secular trend or long-time changes. Six causes, with examples of each, are as follows:

First: New varieties of seeds, when first introduced, sell very high but rapidly decline as the seed becomes more common. When Sudan grass was first introduced commercially in 1914, it cost over 16 cents per pound but it has gradually decreased to one-fourth of that amount. Other varieties of field seeds which have been introduced recently and which show a downward trend in price are Fulghum oats Brabham cowpeas, Abruzzi rye, Leap's Prolific wheat and Virginia and Wilson soy beans. When Laredo soy beans were first introduced, in 1924, they cost \$7.50 per bushel, but gradually fell to about \$3 in 1928.

It is unnecessary for me to repeat examples of the many garden seed varieties which had tremendous prices as novelties, but which rapidly fell as the variety became common.

The second example of a trend is the general rise in price caused by the increased use of a variety for a special purpose. The recent development of golf courses and suburbs has raised the price of lawn grass seeds.

Timothy and tall meadow oat grass illustrate the downward trend caused by the decreased use of a variety. The five-year pre-war average cost of Timothy was 8¼ cents per pound, while that of tall meadow grass was over 11 cents per pound.

The prices of other varieties rise when they are substituted for a variety which is being discarded. Alfalfa is replacing Red Clover and Timothy for hay, and has a marked upward trend. In 1900, Kansas Alfalfa cost nine cents per pound, but has risen steadily ever since. Like Alfalfa, Alsike Clover has had a steady upward trend from 10 cents per pound in 1900.

If the supply is decreased because of lessened acreage or cutting off of the source by import regulations, wars or other causes, the price will rise. Many American grown grass and Clover seeds were restricted by some of the acreage being plowed up for cash crops during the war. All the European seeds were difficult to get during the war because of decrease in acreage and increase in transportation expense. To illustrate the effect of the war on imported seed compare French Red Clover with American-grown. In 1914 French seed cost two cents less than American, while in 1916 French seed cost 3½ cents more than American.

## TREND OF RED CLOVER

American Red Clover affords an interesting study in trends. The use of Red Clover has decreased tremendously recently, because automobiles have replaced horses, reducing the consumption of hay and also because Alfalfa has proven superior to Red Clover. It has also been substituted for it because disease has caused great losses in Red Clover. Yet American-grown Red Clover has shown a steady upward trend, rising from below nine cents per pound in 1901 to almost 39 cents per pound in 1926.

This rise is due largely to the staining law enacted by Congress in 1925 and to the discovery that American-grown seed is better adapted than foreign. Although French seed frequently cost more than American before the war, it now costs very much less.

In general, American-grown seeds have been rising since the war, because of expensive labor, while European seeds have not, showing that if the expense of growing crops rises, the price will rise.

Besides the long up-and-down trends, seed prices have short variations from year to year, caused by seasonal fluctuations and cycles of production. Price changes due to seasons or weather are irregular and cannot be predicted. Cycles of over and under-production are fairly regular and can be forecast with some degree of accuracy.

Seasonable fluctuations are most violent and irregular with varieties grown in a limited area. Varieties grown in a number of widely separated areas are not influenced greatly by weather changes, because a crop failure in one section may be offset by a bumper crop in another.

## MILWAUKEE SEED NOTES

BY C. O. SKINROOD

The Red Clover market which was expected to be overloaded with the large supply of seeds after a liberal crop has taken a surprising turn, according to the Milwaukee handlers. The seed is moving well for this time of the year. Contracts are being signed up and the great bulk of seed seems to have left first hands. Dealers vary as to their estimates as to just how much of the seed has started to move. One of the large seedsmen of Milwaukee says that at least 75 to 80 per cent of the seed has left the growers' hands.

The bearish trend in the Timothy seed also seems to have been largely dissipated. The price has turned stronger in the last thirty days with a gain of about 50 cents a hundredweight, and the feeling in the market has improved materially according to the Milwaukee seed handlers. However the demand for Timothy seed has been rather slack in the local market.

The Alsike market is the strongest of any of the seeds. Here there is actually a very strong trend. All of the seed seems to have been picked up from the first hands. There is very little of the seed therefore which is available and prices have advanced in the last few days about 50 cents per hundredweight. A strong demand is looked for when the buying season opens up in full force, shortly after the first of the new year.

A definite buying demand has sprung up in the White Clover seed department which has helped to carry price forward from three to four cents a pound, according to the verdict of Milwaukee seedsmen. The demand has been more animated than it has been for several months and with supplies

rather limited, this buying has served to boost prices readily.

The Sweet Clover market is holding about steady with no material price changes in the last 30 days, according to the seed handlers here. About 75 per cent of the last year's crop is reported to have left the first hands.

Alfalfa trade is the real puzzle of all the seeds, the dealers of Milwaukee declare. Trade is very unsettled. There will be plenty of seed apparently for all needs, though there is considerable range in quality reported.

The seed corn market is still more or less of a closed book. It is a little too early, the seedsmen declare, to give a reliable report on the prospects for seed corn trade.

The soybean market is very firm and advancing. The demand of crushers for the seed seems to have materially cut down the supply and this is expected to have a decisive influence on the seed trade in this line in Wisconsin. A very active demand for soy beans is looked for in this state, according to Milwaukee seed dealers. In many places the dairymen are finding it more profitable to use the soybean than to use alfalfa and it is more than likely that the great popularity which attached to alfalfa growing at one time in the state of Wisconsin will be shifted over to soy bean culture.

A seed corn storage plant may be established at Williamsville, Ill.

L. O. Barber has recently opened a seed and feed store at Salina, Kan.

O. M. Scott & Sons have leased a large garage in Marysville, Ohio, for the storage of seed.

The Manitoba Seed Growers Association is promoting the erection of a modern seed cleaning plant at Brandon, Man.

The Warren Seed business at Washington, Iowa, has been taken over by Walter Oetjen. He will operate as the Oetjen Seed Store.

A new \$7,000 seed warehouse, with a capacity of 8,000 bushels, has been completed at Huron, S. D. J. G. Winter will be in charge, as previously reported.

The American Field Seed Company plans the erection of a three-story warehouse and seed cleaning plant at Chicago. Construction will start next spring.

The Washburn Wilson Seed Company, Moscow, Idaho, is building a warehouse at Bonners Ferry. The company will store and sell peas and by-products.

The W. S. Judy Seed Company, Lexington, Ky., has been incorporated with a capital of \$200,000. Incorporators are W. H. Reynolds, W. S. Judy, John K. Judy, and H. C. Judy.

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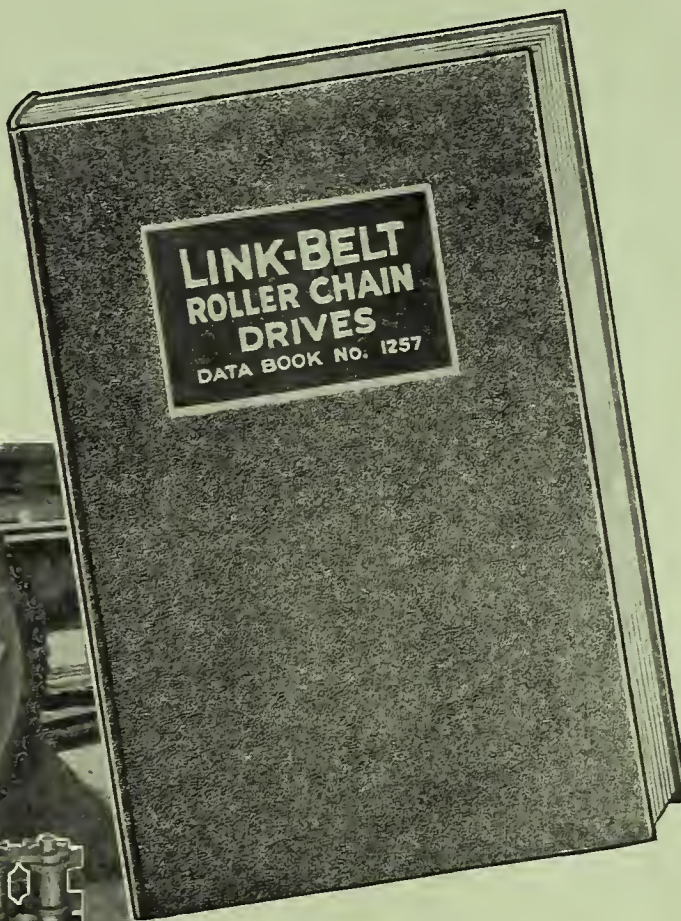
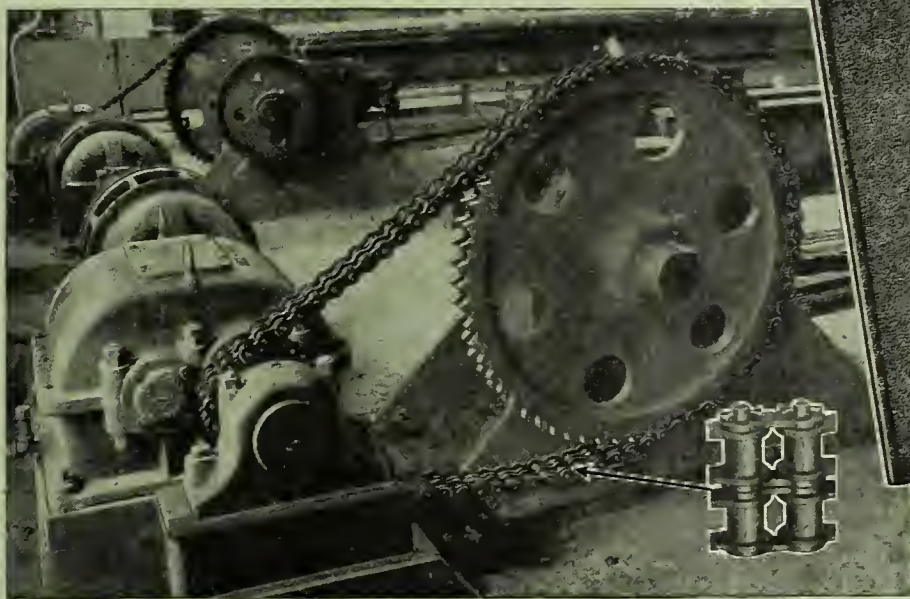
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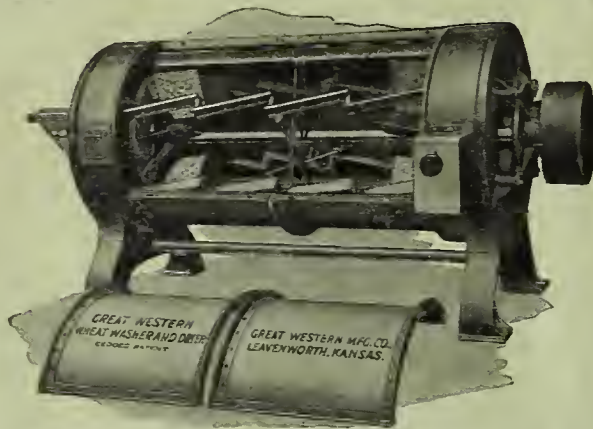
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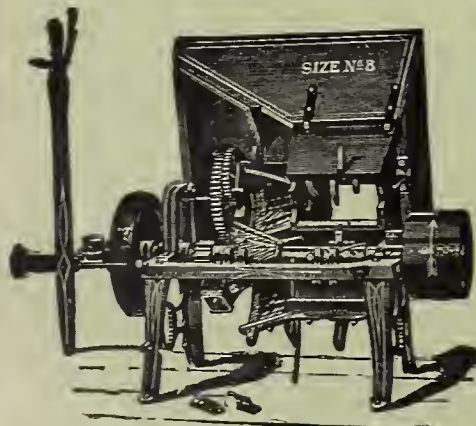
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